

# GRAIN DEALERS' JOURNAL

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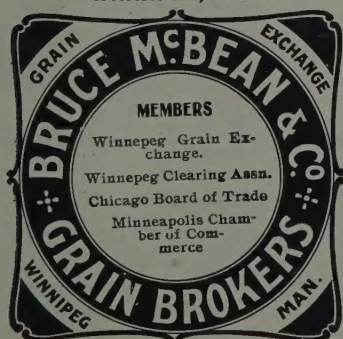
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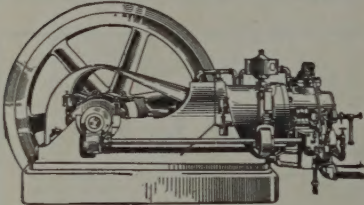
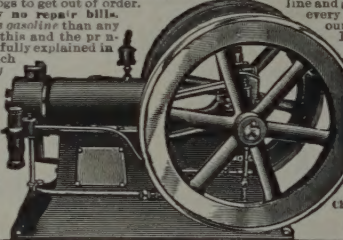
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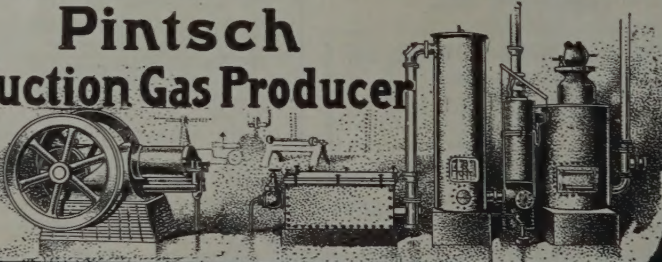
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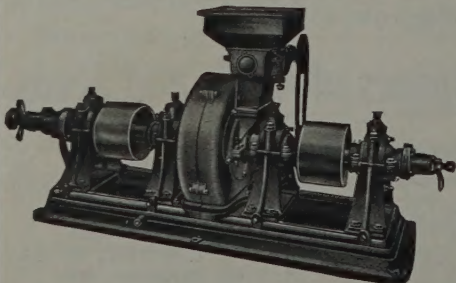
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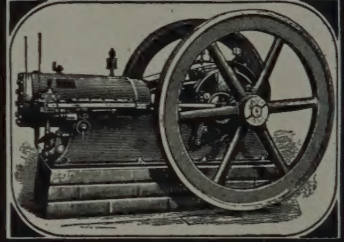
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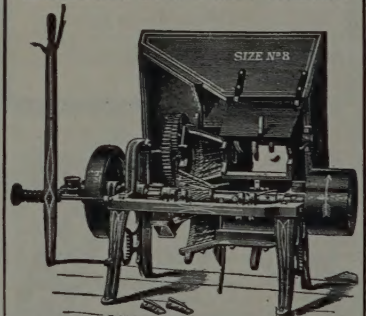
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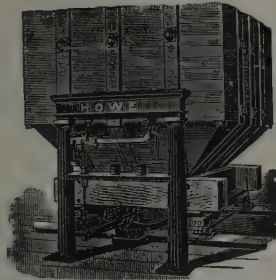
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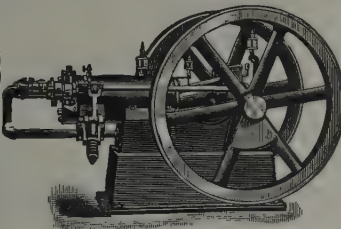


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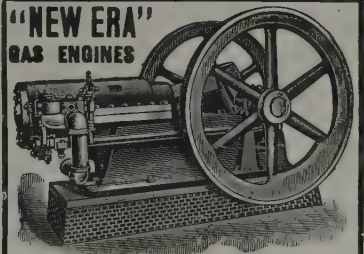
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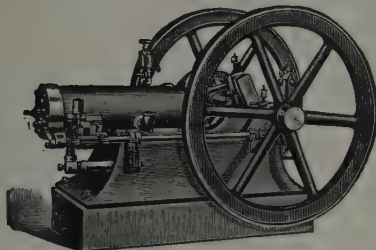


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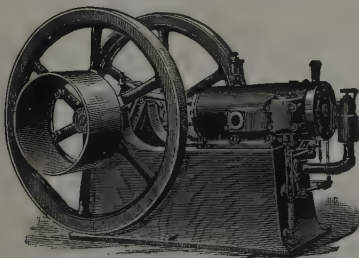
The Naugatuck News, Naugatuck, Conn., writing for supplies, incidentally remarks: "The engine has been a fine one, in fact the best investment we ever made." Surely a splendid tribute to pay to a piece of machinery. "Otto" design, "Otto" materials and "Otto" workmanship combine to make "Otto" excellence. "Otto" engines can never be "cheap" yet are always the CHEAPEST.



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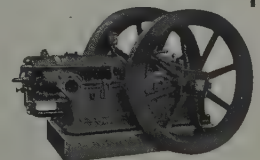
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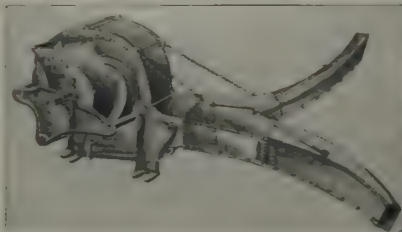
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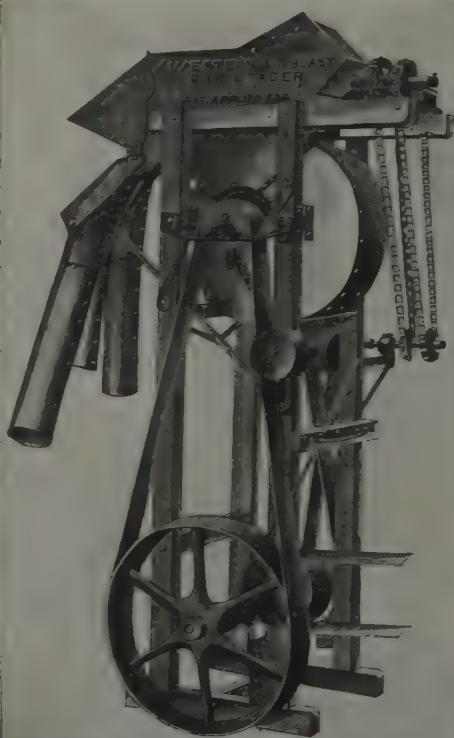
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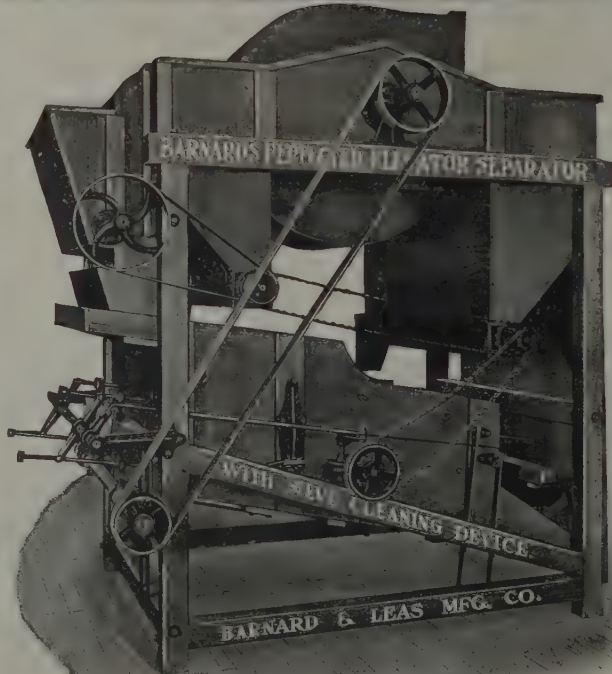
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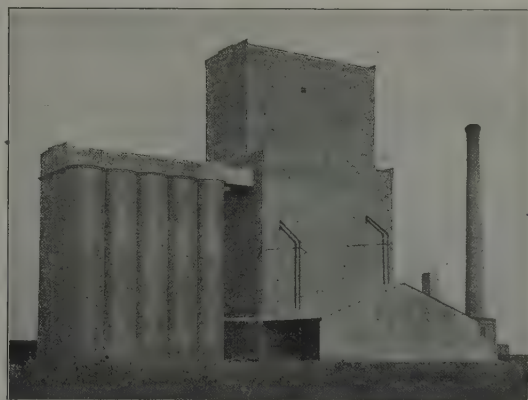
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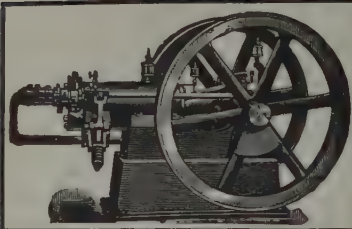
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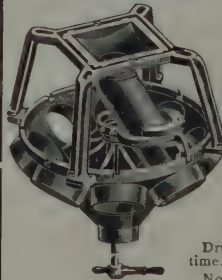
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255 La Salle St., Chicago, Ill.

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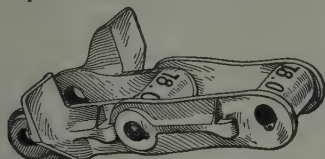
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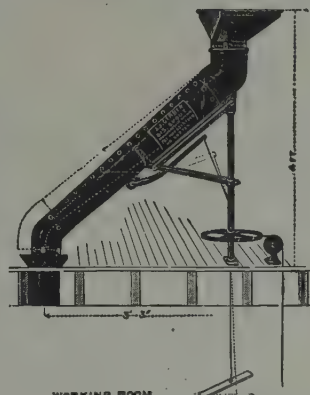
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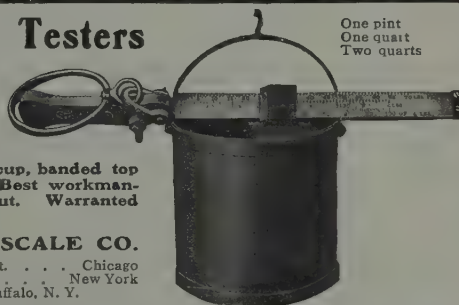
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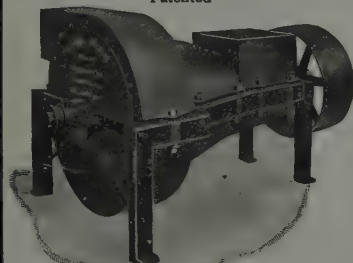
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One pint  
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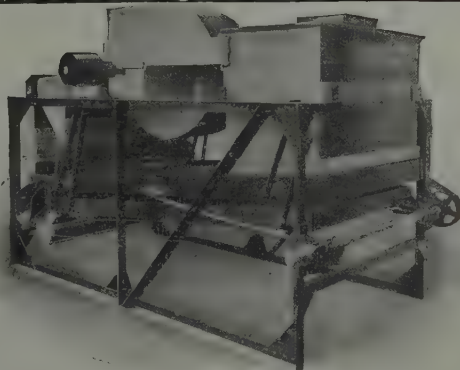
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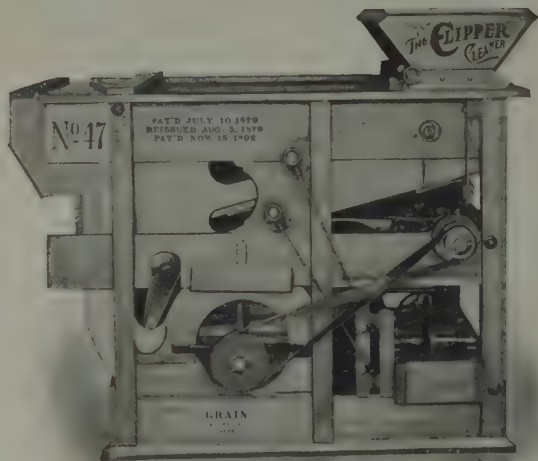
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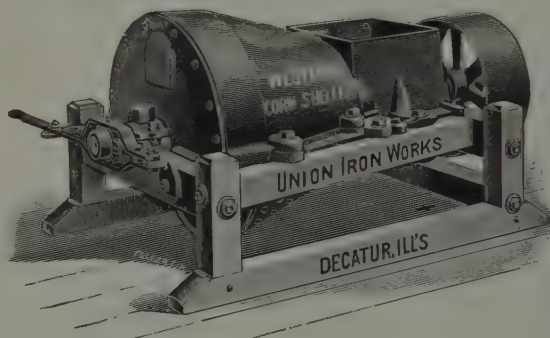
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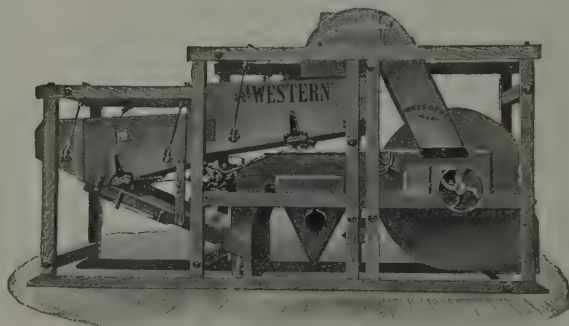
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Arrive Peoria .....	3:20 pm	10:50 pm	6:45 am
Leave Peoria .....	8:30 am	12:45 noon	11:45 pm
Arrive Chicago .....	1:30 pm	5:04 pm	7:15 am

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**W. J. LYNCH, Pass. Traffic Manager  
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**ELEVATORS FOR SALE.**

UP-TO-DATE eltrs in corn and oats belt cheap. W. A. Thompson, Attica, Ind.

ELEVATOR FOR SALE in Northwestern Iowa. Address Box 185, Hawarden, Ia.

ELEVATOR Bargains from \$2,000 to \$15,000. All worth the money. Address J. M. Maguire, Campus, Ill.

ELEVATOR AND COAL business for sale in S. E. Iowa. Cash or land. Address G. Box 9, Grain Dealers Journal, Chicago.

UP-TO-DATE elevator for sale. Feed, coal and seed business in connection. Address W. R. Laughlin, Box 345, Beatrice, Nebraska.

FOR SALE—ELEVATORS AND MILLS in the Hard Winter Wheat belt. Address The Culver Brokerage Co., Wichita, Kans.

FOR SALE—A small line of elevators in southeastern South Dakota. Address Elevator, Box 5, Grain Dealers Journal, Chicago, Ill.

ELEVATORS FOR SALE in the corn belt of Illinois and Indiana. Bargains if taken at once. Address James M. Maguire, Campus, Ill.

ELEVATOR AND COAL business in best grain country in the state for sale. It will pay to answer this. Address Lock Box 4, Green Camp, Ohio.

FOR SALE—The best paying small elevator with hay, potato and fruit business in Michigan. Address Ling, Box 12, Grain Dealers Journal, Chicago, Ill.

FOR SALE—15,000 bushel elevator with large feed grinding and coal business connected. Will pay you to investigate. Callaghan & Granger, Rochester, Minn.

ELEVATOR FOR SALE in North Central Ohio; good grain point. Hay, flour, feed and coal in connection. Address Tel, Box 8, Grain Dealers Journal, Chicago, Illinois.

FOR SALE—A 200,000 bushel grain point, in A No. 1 condition; located in Central Illinois. Write for full information to Rose, Box 8, Grain Dealers Journal, Chicago, Ill.

FOR SALE—15,000 bushel elevator in Central Nebraska; hopper scales; Fairbanks engine. All in excellent condition. Address Yes, Box 8, Grain Dealers Journal, Chicago, Ill.

FOR SALE or will trade for Iowa land, a good grain and coal business located in central Iowa. Possession at once if wanted. Address Mel, Box 1, Grain Dealers Journal, Chicago, Ill.

A GOOD, PAYING elevator in Kansas for sale; \$7,000. In good repair and good crop prospects. Part time if desired. Address T. I., Box 9, Grain Dealers Journal, Chicago, Ill.

IOWA ELEVATOR of 20,000 bushels capacity for sale at a bargain. Also handle seeds, tile and coal and grind feed. Good location. C. & N. W. Ry. Address H. & H. Co., Box 10, Grain Dealers Journal, Chicago, Ill.

**ELEVATORS FOR SALE.**

TWO STRICTLY modern elevators in best grain part of South Dakota for sale. Money makers and the best reasons for selling. Address Ward, Box 10, Grain Dealers Journal, Chicago, Ill.

GOOD ELEVATOR for sale, 18,000 bushels capacity; 2 dumps; 8 h. p. gas engine. Mill feed, seeds, salt and good coal business; good location. B. C. Bell, Geneva, Franklin Co., Iowa.

GRAIN, coal and lumber business for sale in western Indiana; will be sold right. Here is a good chance. No competition in either line. If you mean business write at once. Address Ton, Box 4, Grain Dealers Journal, Chicago, Ill.

GRAIN ELEVATOR FOR SALE on joint track of T. & P. and M. K. & T. Railways. Most substantial, well equipped, and in one of the best all round grain towns of North Texas. For particulars address H. Waldo, Collinsville, Tex.

ELEVATOR FOR SALE, nearly new, cribbed bins; located in fine wheat belt; no competition. Doing a splendid business; splendid side lines. Fine retail trade; nice place to live. A snap. Address C. G. Williamson, Waynesville, O.

ELEVATOR and coal business in S. E. Nebraska, on B. & M. R. R. for sale; 25,000 bushels capacity; hopper scales 42,000 lbs., gasoline engine. All in good order. Good business. Address Tam, Box 9, Grain Dealers Journal, Chicago, Ill.

WESTERN INDIANA elevator for sale; 50,000 bushels capacity; new and fully equipped; handles 500,000 bushels of corn and oats annually; only elevator in town. Price \$15,000. Good reasons for selling. Address W. M. Prillaman, Ross-ville, Ill.

ELEVATOR FOR SALE IN SOUTHERN OHIO—Elevator, coal and feed business. No competition in either line. Handles 150,000 bushels of grain annually. Located on C. H. & D. R. R. Address C. H. L., Box 5, Grain Dealers Journal, Chicago.

FOR SALE—The best line of elevators to be had anywhere, up to date; six in all, and control of seven points, with scales, or scales and cribs. In very best corn section of Illinois; in first class order; bears inspection; \$47,000; must be quick. Address John A. Rice, Mgr. C. R. T. Co., Frankfort, Ind.

FOR SALE—Two cribbed elevators in Northwest Iowa, capacity 110,000; also cribs for 8,000 bus. ear corn; gasoline power. Everything in first class shape. Annual business 400,000 bus. Good competition. Price attractive in order to make quick sale. Investigate. Address R. I. P., Box 10, Grain Dealers Journal, Chicago, Ill.

WELL EQUIPPED ELEVATOR located at Conway Springs, Sumner Co. Suitable for handling both local and transit business. Power scoops, car lot hopper scales, cleaners, etc.; 75 h. p. steam plant; first class condition. Some cash, balance payments and long time to suit. One of best wheat counties in Kansas; some corn and oats also. Address H. L. Strong Grain Co., Kansas City, Mo.

**ELEVATORS FOR SALE.**

FOR SALE—HAY, GRAIN AND PRODUCE business in up to date town of 3,000 in Northern Indiana. Building and location the best. Can combine with another profitable line. A bargain. Address S. W., Box 10, Grain Dealers Journal, Chicago, Ill.

WE HAVE the best grain point in Minnesota for sale. Large elevator, heavy receipts, feed mill in connection. Not a small business or plant but will sell right. Going to coast. If you want a good business in a good town at right price (no curiosity seekers) address Business, Box 9, Grain Dealers Journal, Chicago.

ELEVATOR AND COAL business in Ohio for sale; new building; well equipped with new and modern machinery; gasoline power; own ground and side track; is a good paying business; good reasons for selling. If you mean business write, as it will be sold. Address John, Box 12, Grain Dealers Journal, Chicago.

FOR SALE OR TRADE for Kansas, Oklahoma or Missouri land, one of the best elevators in N. E. Kansas. Has steam power, sheller, cleaner and hopper scales; has handled 300,000 bushels of grain in one year; good coal and feed trade. One of the best paying propositions in the State. Address Near, Box 8, Grain Dealers Journal, Chicago, Ill.

FOR SALE—One elevator and lumber yard in connection; will make very high per cent on investment; in eastern Indiana; \$8,000. Another station, two elevators with coal and feed business that will gross \$3,000 alone profit; both elevators and entire business, \$12,000. Write quick if you mean business. John A. Rice, Mgr. C. R. T. Co., Frankfort, Ind.

ELEVATOR AND FEED BUSINESS FOR SALE. First class elevator leased, buy on commission netting over \$1,000 per year; with privilege of private buying. Handle over 100,000 bushels of wheat. Good grain and feed business in connection. Growing irrigated country. Price, fixtures, stock and lease about \$4,500. Williamson, Greer & Shafer, Ault, Colo.

ELEVATOR FOR SALE—Situated in northwest Iowa; in one of the best corn and small grain sections; built five years; have handled 105,000 bu. to the first of March; elevator cribbed, 24' by 24' by 35' high; two annexes, 24' by 24' by 18' high; good belt conveyers, 6 h. p. Fairbanks-Morse gas engine and scales; good office; corn crib for 35,000 bu.; coal house, new; 12' by 36' by 12' high. Good trade competition. The best reasons for selling. Address C. B. L., Box 6, Grain Dealers Journal, Chicago, Ill.

FOR SALE OR RENT—Elevator; good repair, iron-clad, capacity 15,000 bushels. Handles coal, lime, cement, pulp, flour, seed, etc. Fairbanks-Morse gasoline engine, Fairbanks scales, new; lumber business connected; new two story shed, 45x25; 12 miles from county seat. Little competition. Located in Central Ohio on Ohio Central R. R. Good grain country; good town, 700; net profits annually \$1,800 to \$2,000. Give possession in 60 days, if desired. Address Scout, Box 9, Grain Dealers Journal, Chicago, Ill.

## ELEVATORS FOR SALE.

### FOR SALE.

OUR ELEVATORS at Ridgeville and Snow-Hill, Ind. The Ridgeville house is on the G. R. & I. and P. C. C. & St. L. Railroads; it is a modern house, 20,000 bushels capacity, cement and brick engine house, three dumps, office, flour and feed room, two pair high roller feed mill, good coal yard and hay business in connection. From Jan. 1st, 1905, to Jan. 1st, 1906, it handled 150,000 bushels of grain, 40 cars of hay and 37 cars of coal; in addition to this it handled 1,500 bushels clover seed and two cars wool.

Snow-Hill, modern house, 12,000 bushels capacity, everything in good condition; all bins are hoppers; has a good corn crib; storage capacity for twenty-five cars hay; handled last year 120,000 bushels of grain, two cars clover seed and one car wool. Good territory surrounds both of these houses, and both are money makers. Ridgeville is a splendid town; good schools and churches. Snow-Hill is a good country community. Good reasons for selling these houses. No trades will be accepted; must be cash or good notes. Address Goodrich Bros. Hay & Grain Co., Winchester, Ind.

## ELEVATORS WANTED.

ELEVATOR WANTED in North Dakota in exchange for a good grain farm in N. D. Address C. Todd, Grand Harbor, N. D.

ELEVATOR WANTED—for cash; must do good business. Write full description to Wm. T. Jones, 301 Main St., Peoria, Ill.

EXCHANGE \$3500 residence, Minneapolis, Minn., for elevator in South Dakota. Will pay difference. Address F. C. Metcalf, Madison, South Dakota.

ELEVATOR wanted to rent—well equipped plant in good territory. S. W. I., Box 10, Grain Dealers Journal, Chicago, Ill.

ELEVATORS WANTED: in western Iowa, southeast Dakota and Nebraska. Give particulars regarding competition and station receipts and kind of elevators. Address T, Box 10, Grain Dealers Journal, Chicago, Ill.

## MISCELLANEOUS.

WRITE FOR my list of Ohio elevators. Aaron Smick, Decatur, Ill.

John A. Rice, with UNITED GRAIN CO. for years, is manager of Mills and Elevator Dept. for CAPITAL REALTY CO., Indianapolis, and CLAYBAUGH REALTY CO., Frankfort, Ind. Satisfaction guaranteed to both buyers and sellers. List with us; buy of us. All elevator correspondence with John A. Rice, Frankfort, Ind.

### ELEVATORS BOUGHT AND SOLD.

Elevators and mills bought, sold and exchanged. If you want to sell your elevator or mill or will exchange for a good improved farm we can dispose of it for you. We have some fine bargains in elevators for sale and exchange. Employers who want help, or elevator men who want positions should write us. Iowa Mill & Elevator Brokers, Independence, Iowa.

## SITUATIONS WANTED.

SITUATION WANTED—As manager of grain station with experience and best reference. Address F. H. C., Box 5, Grain Dealers Journal, Chicago, Ill.

POSITION WANTED by a young man stenographer and bookkeeper experienced in milling and grain business. Address R. E. C., Box 103, Canton, Kan.

POSITION WANTED—As manager of line of elevators or solicitor. Fifteen years experience in handling grain. Address Box 15, Galva, Kansas.

POSITION WANTED—as manager of grain station in western town. Three years experience. Best of references. Address M. P. W., Box 9, Grain Dealers Journal, Chicago, Ill.

POSITION WANTED by experienced bookkeeper and grain man. Station in good section on joint account preferred. Best references. Address Santa, Box 8, Grain Dealers Journal, Chicago, Ill.

SITUATION WANTED as manager of a country grain business, with experience in lumber and grain. Best references. Address A. L. V., Box 9, Grain Dealers Journal, Chicago, Ill.

POSITION WANTED—As barley buyer for the coming season. Am a barley expert and can give first-class references and entire satisfaction. Address Barley Buyer, Box 8, Grain Dealers Journal, Chicago, Ill.

POSITION WANTED: by young experienced bookkeeper and grainman as auditor, barley buyer or any position of trust. Highest references in every particular. Address M, Box 10, Grain Dealers Journal, Chicago, Ill.

WANTED—Position by young man as bookkeeper or manager of grain business. New town in western state preferred. Highest references in every particular. Address Rankin, Box 7, Grain Dealers Journal, Chicago, Ill.

SITUATION WANTED—As traveling superintendent or auditor by a man well qualified by years of experience to give perfect satisfaction. Best of references. Address H. W., Box 8, Grain Dealers Journal, Chicago, Illinois.

SITUATION WANTED by man with 28 years experience in grain business, 8 years as grain inspector; fully competent to handle any part of the elevator business. Expert judge of grain. Address F. W. H., Box 9, Grain Dealers Journal, Chicago, Ill.

GRAIN, BROKERAGE AND COMMISSION MEN—my specialty, expert telegraph operator; rapid on typewriter; traveled on road ten years; manager and board of trade experience; best references. Give me a trial. Address H. M. Talcott, 714½ Francis St., St. Joseph, Mo.

POSITION WANTED—A married man, 34 years old, 15 years experience in the grain business; last 4 years as manager for a small line company, wishes position with up to date concern. Good accountant, understand office work, elevator machinery, gasoline engines, freight rates and the transit privileges. Anything considered but prefer management of transfer elevator or a good country station. Can furnish reference. Can start July 1st, or before that on reasonable notice. Address W. E. C., Box 10, Grain Dealers Journal, Chicago, Ill.

## HELP WANTED.

EXPERIENCED grain and machine man wanted at once to handle station. The Edmonds-Londergan Co., Marcus, Iowa.

FIRST CLASS machinist wanted. One familiar with elevator machinery preferred. Midland Machinery Co., 412 3rd St., S., Minneapolis, Minn.

MACHINERY SALESMAN with experience in grain elevator supply trade wanted. Address Southwest, Box 10, Grain Dealers Journal, Chicago, Ill.

## PARTNERS WANTED.

PARTNER WANTED—in one of the best feed mill propositions in Illinois. A fine town of 6,500 inhabitants; a fine territory. Would consider proposition on the entire property. Write at once for full information. Address John Kull, Pontiac, Ill.

## MILLS FOR SALE.

MILL FOR SALE—A money-maker for right party. Corn meal, graham, buckwheat and feed mill for sale; doing a flour and feed jobbing business; also retail flour, feed and coal. Last year's business amounted to \$50,000, with good margin of profit. Reason for selling, ill-health, must have change of climate. Write at once. Address Central, Box 7, Grain Dealers Journal, Chicago, Ill.

MONTANA MILL AND ELEVATOR for sale. A first class steam mill, 200 Bbls. capacity; full roller and sifter system, with 30,000 bushel elevator in connection; all in good repair and up to date in every way. It is the only mill in the county; is situated in a growing town in the heart of a fine wheat country, with all the very best of hard wheat you can grind within easy reach. Mill runs the entire season; has a good merchant trade and the best of railroad facilities. The owner has other interests that take up all his time and cannot give the milling business proper attention. Address Montana, Box 9, Grain Dealers Journal, Chicago, Ill.

## MILLS WANTED.

WANTED—To rent with privilege of buying flour and feed mill or feed mill on R. R. siding in good grain section, also where milling in transit rate can be secured. Give full particulars, capacity of mill, etc.; on what R. R. located. F. V. Perry, 21 Central Sq., Youngstown, Ohio.

## Fire Protection

Equip your elevator with **Standard Fire Extinguishers**, approved by the National Board of Fire Underwriters. Manufactured by an established reliable company.

Established 1887

### MILLER CHEMICAL ENGINE CO.

149-151 E. Huron Street  
CHICAGO - ILLINOIS

## Results Follow The Ad

We have sold out. Your Journal did it.  
McCREA & VLERBOMER, New Holland, Ohio.



**ENGINES FOR SALE.**

GASOLINE engine for sale. 10-h. p. Temple Pump Co., 15th Place, Chicago.

NEW HAVANNA gasoline engine, 2½ h. p., for sale. A bargain. Address Busch Bros., Union, Mo.

FOR SALE—One 10 h. p. Atlas engine in A No. 1 condition. Address Paul O. Moratz, Bloomington, Ill.

WILL SELL our 8 h. p. gasoline engine at half price. Just put in 16 h. p. Jensen & Zapp, Emerson, Neb.

GASOLINE ENGINE, "Superior," 20 to 25 h. p. Thoroughly rebuilt at factory. Stock & Sons, Hillsdale, Mich.

FOR SALE—12 h. p. Callahan gasoline engine. In good condition. Price, \$200. Reed-Bear Grain Co., Hicksville, O.

GAS ENGINE, 15 h. p. with shafting. hangers, clutch pulley and belting for sale; nearly new. 176 E. Indiana St., Chicago, Ill.

FOR SALE—40 h. p. Springfield gas or gasoline engine, second hand. Price, \$450 net, f. o. b. cars Binghamton, N. Y. S. E. Lincoln, Norwich, N. Y.

**NO PACKING.**

The Capital Gas & Gasoline engines are made without packing. Mfg. by C. H. A. Dissinger & Bro., Wrightsville, Pa.

FOR SALE—2½ h. p. Weber, almost new, \$60. 3 h. p. Backus, new, \$85. 2½ h. p. Weber, new \$90. Address H. Pittenger, 22 So. Canal St., Chicago, Illinois.

NEW ERA gas or gasoline engine for sale, 26 h. p. Been in use for nine months. For particulars, reasons for selling, etc., write to S. B. Foot Co., of Red Wing, Minnesota.

FOR SALE CHEAP—One 12X16 throttling engine; thoroughly overhauled and practically as good as new. For particulars and price write Rhinehart Smith, Sidney, Ohio.

FOR SALE—One second hand gas engine in good order, 35 to 40 h. p.; double cylinder, vertical. Made by the Marinett Iron Works. Daly & Anderson, 74 W. Monroe St., Chicago, Ill.

FOR SALE—Slightly used engines of different makes, sizes 2 to 25 h. p. Have all been put in first class shape and will sell cheap. Address Witte Iron Works Company, 526 West 5th St., Kansas City, Missouri.

2ND HAND ENGINES for sale. One 5 h. p. Fairbanks; two 8, one 10, and one 16 h. p. Otto; one 10 h. p. Columbus; one 25 h. p. and one 30 h. p. Webster; 18 h. p. Olds. All makes of engines. A. H. McDonald, 36 W. Randolph St., Chicago.

One Houston Stanwood-Gamble engine, 14X20, 60 h. p. One boiler 120 h. p. 74-4" flues. One pump 6X8. One boiler feed heater; one smoke stack; one fire front, grate bars, pipe connections. Carrington, Patten & Co., 403 Board of Trade, Kansas City, Mo.

FOR SALE—One 12 h. p. White horizontal stationary gasoline engine; one 12 h. p. Erie City steam engine; one 12x8½x10 Worthington duplex steam pump, also several smaller sizes. All in good repair and at bargains. Enterprise Machine Co., Minneapolis, Minn.

**ENGINES FOR SALE.**

FOR SALE.

1 6 h. p. Webster in good condition, \$175.

1 10 h. p. Thompson-Lewis, fair condition, \$175.

1 5 h. p. Charter old style, good condition. Will sell very cheap.

Lennox Machine Co.  
307 3rd St., South. Minneapolis, Minn.

**MISCELLANEOUS FOR SALE.**

FOR SALE—One wood split pulley 60x7x2½ bore; cheap; good condition. H. K. Nold, Baroda, Mich.

CARD INDEX CABINETS at a bargain. 6 dwr. Globe \$5.10; 9 dwr. Library Bureau \$9; 12 dwr. Yawman & Erbe, \$10.80. Good condition. Round rods. Address 504 Traders Bldg., Chicago, Ill.

BARLEY DEGERMINATOR for sale. Made of oak with front and back of glass; dimensions 11 in. high x 7 deep and 15 in. wide, 8 adjustable glass shelves. Price \$5. Address 504 Traders Bldg., Chicago.

**FOR SALE.**

All kinds of elevator machinery, both new and second hand. Also steam engines, boilers and gasoline engines. Write us for catalogue.

ALLEN P. ELY & CO., OMAHA, NEB.

**SPECIAL BARGAINS.**

Brass grain testers, shellers, cleaners, crushers, feed and attrition mills, dust collectors, separators, scourers, oat clipper, steam cornmeal dryers and elevator specialties and machinery of all kinds. If you have not got what you want, know where to get it. Write for circulars, A. S. Garman Sons, Akron, Ohio.

**FOR SALE.**

One steel pan, 4 ft. high, 4 ft. at bottom and 6 ft. at top.

One boot with 13"X16" pulley.

One large pulley 42"X13" face.

One sprocket wheel 44 inches.

One pulley 40" with 8" face.

One turn head 12 inches.

One set dump irons.

One sprocket wheel 34 inches.

Wittman & Ehmke. Pioneer, Iowa.

**BARGAINS.**

1 pulley 48 in. diameter, 9 in. face.

1 pulley 36 in. diameter, 10 in. face.

1-14 in. Boss car loader.

1 Ideal car loader.

1 No. 2½ Western sheller and cleaner combined.

1-5 ton Fairbanks dump scale.

All the above is as good as new and for sale very cheap.

Thos. Bodine, Covington, Ind.

**FOR SALE**

6 Odell roller mills double,

100 h. p. B. & W. water tube boiler,

4-½ ft. burr mill,

4 No. 2 Smith purifiers,

1 Centrifugal flour dressing machine,

28 elevator boots and heads with legs,

belts and buckets complete,

1 pair Howe 60 bushel hopper scales,

2 flour packers,

126 iron pulleys, various sizes,

110 bevel and spear gears, various sizes.

Lot of shafting, bearings, couplings, etc.

All of above very cheap.

CHAS. F. SHERRIFF CO.,

11 Jackson Bldg. Pittsburg, Pa

**MACHINES FOR SALE.**

FOR SALE—No. 4 Western Combination sheller and cleaner. Nearly new. Reed-Bear Grain Co., Hicksville, O.

FOR SALE CHEAP—One Barnard & Leas single screen dustless separator; good condition. Wm. Suckow, Franklin, Ind.

VICTOR CORN SHELLER NO. 0, capacity 200 to 300 bus. per hour; for sale cheap. Address Nat. Box 7, Grain Dealers Journal, Chicago, Ill.

OAT CLIPPER for sale; capacity 1,000-1,200 bushels per hour; No. 9 Howes Grain Cleaner Co. make, practically new. Will sell cheap. The Sheets Bros. Elevator Co., Cleveland, Ohio.

**FOR SALE.**

1 No. 1 Wilford 3 roll feed mill.  
1 No. 2 Wilford 3 roll feed mill.

Lennox Machine Co.,  
307 3rd St., South. Minneapolis, Minn.

FOR SALE—Having installed a gravity loader we have an Ideal car loader for which we have no use and is as good as new, which we will offer for \$200.00 F. O. B. our station. J. K. Hinkle & Co., Jamestown, Indiana.

FOR SALE—Two 12 inch double needle screen Invincible grain separators 88 No. 4 and 88 No. 5½. Both in first class condition. Need the room for other machinery. Address Young, Box 7, Grain Dealers Journal, Chicago, Ill.

**SCALES FOR SALE.**

SCALES for elevators and mills; low-est prices. Chicago Scale Co., Chicago.

THE BEST heavy scales for grain dealers. Government Standard Scale Works, Terre Haute, Ind.

SCALES of all kinds; repaired, rebuilt, tested and sealed. Elevator and mill scales our specialty. All work guaranteed. Address Young Bros., 1 Bridge St., Toledo, Ohio.

THE STANDARD SCALES, for all purposes. Portable, Wagon, Hopper and Track Scales. Guaranteed durable and accurate; quality higher than the price. NOT IN THE TRUST. The Standard Scale & Supply Co., Station U, Chicago, Ill.

STANDARD SCALES OF RECOGNIZED MERIT.

We meet every requirement of the best of the GRAIN TRADE. We are not controlled by, or in any way connected with, the "MONSTER" SCALE TRUST.

Des Moines Scale & Mfg. Co.,  
Des Moines, Iowa.

**MACHINES WANTED.**

WANTED—Good 2nd hand No. 2 sheller and like capacity revolving screen corn cleaner. Reed-Bear Grain Co., Hicksville, O.

**ENGINES AND BOILERS.**

FOR SALE—One 20 h. p. Erie engine and 25 h. p. boiler guaranteed to be in good running condition; will sell cheap if sold at once. The Jacob Myers Elevator Co., Francesville, Ind.

## SEEDS FOR SALE.

PURE MACARONI seed, wheat and Odessa flax for sale. Address P. G. Tozier, Fargo, North Dakota.

WHITE WHEAT and Utah Alfalfa seed for sale. If in need of either, write or telegraph Sam Williamson, Salt Lake City, Utah.

SEVERAL CARS of choice clean No. 1 seed flax for sale. Samples sent to the trade. Address St. John Grain Co., Heron Lake, Minnesota.

FOR SALE—Walker's Golden Dent seed corn; guarantee 95 per cent to grow; \$1.50 per bu. Special price in 10 bushel lots. Lew Huddleston, Winamac, Ind.

FANCY SELECTED Seed corn, Dent and Flint varieties, Millets, Clovers, Meadow Fescue, etc., for sale in car lots or less. S. G. COURTEEN, SEED MERCHANT, MILWAUKEE, WIS.

CARLOADS AND LESS: Red Clover, White Clover, Alsike, Kentucky Blue Grass, Red Top and Orchard Grass. Samples and quotations gladly furnished on application. Address W. H. Small & Co., Evansville, Ind.

## DWARF ESSEX RAPE.

Let us know how much you want. We will send you sample and make our best price delivered your station; also Pure Seed Flax, Fancy Timothy and Field Seeds of all kinds. Medium, Alsike, Mammoth Clover, etc. Address N. H. Adams & Son, Decorah, Iowa.

## Clark's Decimal Grain Values.

Saves Time, Money and Prevents Errors.

It shows at a glance or with the simplest addition the cost of any quantity of grain at any possible market price and reduces pounds to bushels on the same page.

The values are shown directly from the pounds without reducing to bushels.

Quantities are shown in red figures, and values in black. The price being given at top and bottom of columns on each page.

Reductions to bushels are given in two columns, the larger showing the equivalent of the full line, or thousands, in the quantity column; the smaller the hundreds only.

The complete book comprises four sets of tables as follows:

No. 31. Oat Values 10 to 79 cts. per bushel and reducing any weight to bushels of 32 pounds. Bound in manila. Price, \$2.00.

No. 32. Corn, Rye and Flax Seed Values, 10 cts. to \$1.09 per bushel, and reducing any weight to bushels of 56 pounds. Bound in manila. Price, \$2.00.

No. 33. Wheat, Clover, Peas and Potato Values, 30 cts. to \$1.59 per bushel and reducing any weight to bushels of 60 pounds. Bound in manila. Price, \$2.00.

No. 34. Barley and Buckwheat Values, 20 cts. to 1.49 per bushel, and reducing any weight to bushels of 48 lbs. Bound in manila. Price, \$2.00.

These tables can be used for Timothy Seed at 45 pounds per bushel and for Corn in the Ear at 70, 72, 75 and 80 pounds per bushel.

No. 35. The complete book contains the four sets of tables, printed on best linen ledger paper and bound in cloth half leather. Price \$6.00 per copy.

No. 36. The same as No. 35, but printed on 80-lb. book paper. Price \$5.00 per copy.

For any of the above, address

**Grain Dealers Co.,**  
10 Pacific Ave. Chicago, Ill.

## SEEDS WANTED.

CLOVER SEED WANTED. Mail samples. Car lots or less. Address Berne Grain & Hay Co., Berne, Ind.

WANTED—Alfalfa, Millet, Cane Seed, Kafir Corn and Timothy Seed in car lots. W. H. Small & Co., Evansville, Ind.

## GRAIN WANTED.

OATS WANTED in quantities. Send samples and quote. Address G. A. Knight & Sons, Dallas, Texas.

HOT AND DAMAGED CORN of every description wanted. Address L. F. Miller & Sons, 2931 N. Broad St., Philadelphia, Pa.

PURE white corn wanted. Must be dry and free from yellow. Send average sample and get bid. Address Buffalo Cereal Co., Buffalo, N. Y.

WE ARE in the market for round lots of No. 2 Hard Winter Wheat, and No. 2 Red Winter Wheat. Also white milling corn. Standard Milling Co., Houston, Texas.

## GRAIN FOR SALE.

MIXED CARS a specialty—flour, feed, rye, oats & corn. Send along your orders. Goshen Milling Co., Goshen, Ind.

## HAY WANTED.

QUOTE PRICE on No. 1 and No. 2 timothy, large bales, New York rate. Will pay top price for good hay. Edward G. Kauffer, Fort Lee, N. J.

WE WANT your shipments. It will pay you to send for our market report if you have straw to sell, quote us. E. K. Lemont & Son, 465 Bourse Bldg., Philadelphia, Pa.

## MISCELLANEOUS WANTED.

NAMES WANTED of mills or jobbers who deal in COTTON SEED MEAL. Address Eastern, Box 4, Grain Dealers Journal, Chicago, Ill.

ADDRESS of M. E. Donahoe, formerly located at Perry and Cleveland, Okla., wanted. Write C. Daniels, Box 10, Grain Dealers Journal, Chicago, Ill.

CIPHER CODE WANTED—I want a copy of Jennings's New England Telegraph cipher. Must be in good condition. Address Code, Box 4, Grain Dealers Journal, Chicago, Ill.

WANTED—Definite information regarding the efforts of the railroads now being made to buy elevators along their right-of-way. As I understand it, the carriers are permitting a portion of the freight due on each shipment to be applied on the purchase. Any information will be treated confidentially. M. M. & Co., Box 5, Grain Dealers Journal, Chicago, Ill.

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The original and only successful and reliable machine on the market. The very best money can buy.

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More of these machines sold than all other warehouse elevators combined. *This proves their worth.* Time and Labor Savers.

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If they don't stand the wear and tear incidental to shipping they are not the kind you want.

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## GRAIN DEALERS JOURNAL

255 La Salle St., Chicago, Ill.

190

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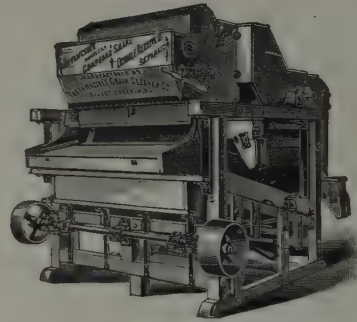


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AND ELEVATOR MACHINERY

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When you want a separator for your mill or elevator, get an

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then you know that you have the best. There is none better. We build them in all sizes and can fit them with our brush cleaner under the cockle or main screen when desired. Write for prices.

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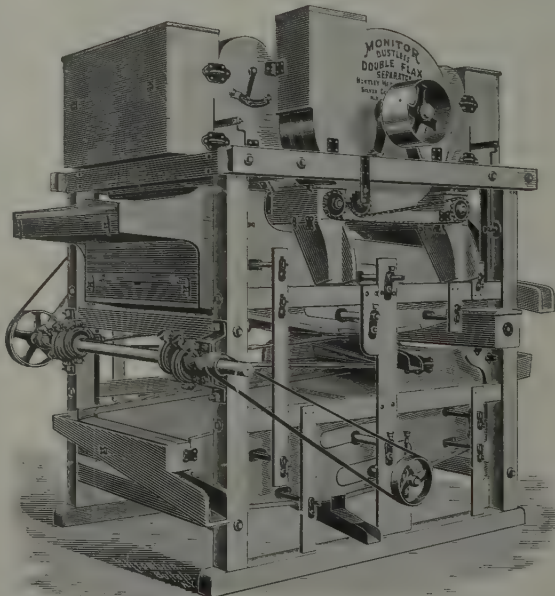
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What was the average number of pounds dockage per bushel on flax shipped?

How much did you get out of it?

How much freight did you pay on this?

Then write us and let us explain how it would pay you to clean this flax and sell the screenings, free of flax, and how short a time it would take you to pay for installing THE MONITOR Flax Separator from the savings, and how your barley and wheat would grade better, and bring a better price if cleaned.

WRITE FOR THIS INFORMATION TO-DAY.

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## GRAIN DEALERS JOURNAL

Published on the  
10th and 25th of Each Month  
by the

### Grain Dealers Company

255 La Salle Street, Chicago, Ill.

CHARLES S. CLARK,  
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#### Letters

on subjects of interest to those engaged in  
the grain trade, news items and crop reports  
are always welcome.

Entered at Chicago, Ill., Post Office as  
Second-Class Matter.

CHICAGO, ILL., MAY 25, 1906.

THE AMOUNT of wheat still back in the country seems to be giving many speculators much worry.

HAVE the grain placed in each car of uniform quality thruout, then will its grading be more satisfactory.

HAIL is said to be threatening the wheat fields so direly as to cause much uneasiness among the dope dealers.

SPECIAL privileges from railroads are disappearing, but in their going they are accompanied by firms long under suspicion of receiving them.

COPY your letters, then you can substantiate your claims. Unless you do keep a carbon or letterpress copy of your letters you can not know what or to whom you have written.

THE NATIONAL Board of Trade, which has recently added an office boy to its force, is somewhat discouraged because this increase in its facilities for accommodating the suckers has not been followed by a marked increase in its business.

A LITTLE band of Congressmen are traveling over the country in an effort to arouse enthusiasm in the construction of water ways everywhere, and some pertinent questions have been asked as to whether they were interested in the contracts to be let or merely looking out for the welfare of future generations.

PIT traders of the Northwest deny that they lay any claims to the title of professor, but a South Dakota man, under oath, has declared them to be professors, hence it must be so.

SMUTTY wheat seems to have no more fear for millers since a Sleepy Eye man discovered how to remove it, but we doubt not they will kick on smut just as vigorously as ever and insist on even a greater discount.

SHIPPERS, who sell grain subject to private grades or weights handicap the terminal markets which are striving to protect shippers' interests thru the establishment of disinterested weights and grades. No shipper, who is alive to the interests of his own business will do otherwise. Awake!

CHICAGO is going to have a corn carnival next September which is expected to interest corn growers and encourage them to exhibit prize winning samples. The best bushel is to be awarded a \$5,000 prize. This of itself should be sufficient to encourage farmers to give more attention to the careful selection of good seed corn.

NEWSPAPERS assure us that an acre of corn will produce 140 gals. of alcohol. When it does farmers will be using vapor engines to cultivate and market their products and to pull them to town. The horse will become an extinct species. Then will the users of vapor engines be independent of the oil trust. Make it free, remove the tax.

IN FAIRNESS to the grain shippers of the country no market shud permit suction fans being connected with elevator heads, garners or receiving sinks. The operator of the fan may draw out as much dust or grain as he desires, to which no objection can be made if he will do it after it has been weighed, but never at the expense of the shipper.

WEEVIL in grain has never been known to improve its quality or grading, yet some elevators are so dirty, contain so much rubbish and sweepings that the first impression of the outsider is that the elevator man is preparing to entertain a weevilfest. Dark, dirty corners have long been known as the weevil's paradise. If you want the quality of your grain reduced encourage these insects to infest your plant.

THE UNITED States Senate, after amending the Hepburn-Dolliver Rate Regulation Bill in nearly every respect that could be conceived of, have sent the tattered remains back to the Lower House. The impression seems to prevail in many quarters that the bill as it past the Senate is very much of a gold brick. It may delight some of the people for a time, but when they attempt to put it into use they will meet with sore disappointment.

U. S. SENATOR Burton of Kansas has been sentenced by the U. S. Supreme Court to six months in prison and to pay a fine of \$2,500 for using his influence as Senator in behalf of the Rialto Grain and Securities Co., before the P. O. Dept. Next!!!

THE DEMAND for durum wheat seed indicates that a large acreage is assured. Inasmuch as Russia will again be an exporter and other European countries are not likely to be so short as last year, the price is not likely to reach as high an average as it did on the last crop.

CARELESS trading is responsible for more trade differences than all other causes combined. If both parties to each trade wud use printed forms completely covering every feature of each transaction and immediately mail one to the other party misunderstandings could be corrected before either had suffered.

SHIPPERS, who keep large average samples of each carload of grain shipped corked tightly in bottles, have reliable evidence as to the character of the grain shipped. By marking each sample with date of shipment, where, when and how graded at destination, the shipper will grade more carefully and nearer correctly grain purchased thereafter, and have more reliable knowledge of what grading he can expect.

ARE YOU interested in your business? Do you care to know what your brother dealers are doing? Is it worth your while to keep in touch with the progress of the grain trade? Do you insist upon learning everything in that most expensive of all schools—Experience? Many years connection with the grain trade does not preclude a dealer's learning new things of value to his business, but the dealer who thinks he is too busy to read or attend the conventions of his trade and confer with his brother dealers, can not be expected to be very near the lead in the march of progressive dealers.

MILLERS of the Southwest are complaining because so many mills have been erected the grinding capacity is ten times the need of the district. Instead of maligning the mill builders and the new millers, they shud extract a few notes from their own eyes. Previously refusing to work with the established grain buyers of their sections, the avaricious millers followed their selfish instincts, built elevators and fought the old established dealers for the wheat. The grain buyers reciprocated by building mills and bidding much higher for wheat than is justified by prices ruling in central markets. They now suffer from over competition in both lines. Had the millers seen fit to buy wheat from the grain dealers at a reasonable advance over cost neither line of business wud now be so badly overcrowded.



WEAK and defective foundations are by far the most expensive obtainable. Three grain elevators have fallen during the last two months, or rather we have learned of three,—there may have been twenty—which fell over as a result of a weak foundation.

EUREKA! the crop killers have found it and according to their market working story "whole fields of corn near Eureka, Kan., are being destroyed by worms." This in view of the fact that much corn had not been planted when the worms were reported is extremely distressing.

"PUTS" and "calls" and "bids" and "offers" are a thing of the past in Chicago, but a form of indemnity contract has been drafted which meets with the approval of the majority of the members of the Board of Trade, and no doubt will encourage speculation and answer the same purpose as the "bids" and "calls" now forbidden by Illinois statutes. Options in real estate and many commodities are dealt in without interference and there is no reason why this privilege should be denied to those who deal in grain.

ACCORDING to methods in vogue with the Pennsylvania Railway, the proper thing for the shipper who desires cars to do is to distribute some of the stock of his company among influential railway officials. If he is generous enough with his stock, he is sure to find the officials generous with cars, and it may be that he will obtain an occasional rebate. It is the old story of tipping the train crew for cars, but in dealing with the Pennsylvania company, evidence has disclosed the fact that it is necessary to look after the needs of the superintendent, train master or some higher official.

TRACING shipments so as to hasten their arrival at destination has long been practiced by members of the grain trade, but greater delays are common at terminal markets than have ever been known in transit and these delays are regular expected. Such delays cause large amounts of money to be tied up and the culmination of many deals delayed. The railroads in the large terminals are principally to blame for the delay, as they have not modern facilities for taking care of the traffic offered. It seems to delight them most to be from one to three months behind time in transfer work. It is somewhat encouraging, however, to note that the great transfer yard built in Chicago some four years ago is at last to be used by a number of railroads terminating at this point. They have, after much pressure, consented to give the transfer yard a trial and it is expected by the friends of the yard to reduce the delay in transferring cars across the city to a minimum, all of which will be glad news to the grain shippers of the west and the buyers of the east.

CORN cobs are now being used by some manufacturers of illuminating gas, instead of shavings, for purifying gas. The corn cob is about the only waste product the country elevator has and its utilization will be welcomed by many grain buyers who now find their disposal very expensive.

COUNTRY merchants who assist in the promotion of co-operative grain elevators have not a very high regard for grain merchants who assist in the establishment of co-operative general stores. Recent developments have proven the wisdom of each man sticking to his own business and in nowise lending any assistance to interference with another's.

GRAIN elevator men, who are satisfied with any old, worn-out equipment for handling their grain, will invariably maintain that they "don't care much about the grain business anyhow," but the progressive dealer who is alive to his own opportunities will see to it that his elevator is well equipped with modern machinery and kept up to date. He wants the best obtainable. His machinery is frequently overhauled, all bearings and shaftings kept in alignment.

THE GRAIN Dealers National Ass'n. will hold its tenth annual meeting in Chicago June 4th and 5th. Some sections of the trade seem to be very much interested in the organization and its efforts to promote the common interests of those regularly engaged in the trade, and it is to be hoped that every member of the trade will take an active part in the meeting and help to infuse new life into the organization, and place it in a stronger position than ever to render valuable service to the trade. The trade is sorely in need of a national organization, but in order to prove of much help to the trade at large the ass'n. must be national in more than name. Lend your influence. Help it and your own business.

AN ELEVATOR man at Britt, Ia., recently had a new and unusual experience in his engine room which came near causing the destruction of his entire plant. The mouth-piece of the bung hole in the gasoline supply tank beside the engine room became broken loose and the hole so imperfectly plugged that rain dropped into the tank off of the roof of the engine house. This caused the tank to overflow, and as the water was the heavier the gasoline flooded the floor of the engine room and resulted in an explosion when the operator struck a match to find the leak. Of course no reader of the Journal would ever think of searching for a gas leak with an exposed flame, not because any of them fear the result of any explosion which might occur, but all are eager to continue reading the Journal in hope of profiting by the experiences of others.

ADVANCING money to strangers on wheat which they "propose to market soon" so often proves a very expensive diversion, it behooves shippers to require applicant in each case to prove his identity. Dealers can also obtain ample proof of the transaction by advancing money by check only and writing on face of the check that the money is "Advance payment on grain purchased." Of course no readers of the Grain Dealers Journal will get caught by this time-worn trick, but frequently we publish notices of subscribers having been imposed upon in just this way.

#### NATIONAL INSPECTION.

The McCumber federal inspection bill is very likely to be received with far more favor now that Judge Sanborn has declared state grain inspection laws an illegal attempt to interfere with interstate commerce. The present McCumber Bill is so ridiculously absurd that to the average grain man it would seem utterly impossible. Yet if the politicians should take it into their heads to act on Judge Sanborn's cue they might be expected to gulp down the first bill presented. In view of the facts it would seem wise for the grain trade associations and especially the National Ass'n to cooperate with the different grain Exchanges for the establishment of uniform rules governing the grading of grain in all markets and have them free from all the old-time indefinite verbiage.

If the shippers and receivers will act promptly in the establishment of a grain inspection bureau which shall reduce the grading of grain to an exact science, then will any action by Congress be forestalled. It is well known that the Constitution of the United States provides most explicitly that the regulation of commerce between the different states shall devolve upon Congress alone, hence states which have adopted grain inspection rules for the grading of grain received from other states have clearly exceeded their authority.

The regular grain shippers, track buyers, millers and dealers of the country own the grain when it is graded. They alone are the parties interested in classifying it. It is quite certain that if they have the controlling voice in the selection of grain graders no man will be selected by reason of his political affiliations. His chances of obtaining a position will be solely upon his qualifications and ability to judge of grain.

Some markets are now taking steps to obtain relief from political interference with the grain business and rightly so, but it would seem the part of wisdom to provide well for a substitute. Else will federal politicians seize upon the opportunity and establish a federal inspection bureau. The shippers are largely interested in the inspections and are entitled to a full voice in the government of the new bureau.

## DISCOUNTS.

Discounts would have less fear for the average shipper if he would grade his grain more carefully, mix it more thoroughly or place it in marketable condition before loading. His marked indifference to the quality of the grain received and accepting all grades at the same price not only encourages slothful farmers to carelessness, but discourages the careful ones who are grading the grain and making an effort to improve its quality before presenting it for sale.

Country buyers oftentimes buy grain which they know will be heavily discounted in the terminal markets, yet they have not the backbone to discount it as it truly merits, and by their very indifference pay the farmer a premium to use his best grain at home and market the poorest. Some country shippers who devote much time and energy to the classifying and improving of all grain received before placing it in car realize a very handsome profit from their labor. Intelligent effort along the line of placing all grain in prime condition before shipping always has and always will prove profitable.

## SEEKS DAMAGES FROM CARRIER.

W. D. Cox & Son, a Kansas grain shipper, has brought suit against the M., K. & T. Ry. to recover damages amounting to \$2,377. This shipper, like many others, has tolerated the impositions of the railroad upon which it is dependent for an outlet, until it can stand the burden no longer. The points involved are of special interest to every grain shipper, as they arise in the course of every year's business.

The plaintiff charges that after it had sold 20,000 bushels of grain, it notified the carrier, 36 days ahead of time, to provide cars. Thereafter it applied for cars again and again, but all of the would-be shipper's demands were ignored. The carrier failed to furnish cars as required by the state law, and the plaintiff presents a bill for \$2 demurrage for each car, each day it was forced out of business. After plaintiff's failure to fulfill his contract thru dereliction of carrier, he made a trip to Kansas City and closed the deal at a loss of \$358.30.

Shortly after, this same 20,000 bushels of corn was sold in Coffeyville, Kans., at \$814.55 less than it was first sold at. The carrier failed to deliver one shipment to the consignee promptly, and left it standing unguarded in the Coffeyville yards, with the result that the cars were broken open and \$436.99 worth of grain was stolen.

The cars furnished were in bad order and plaintiff was compelled to use \$68.25 worth of lumber and labor to put them in proper condition to receive the grain, all of which is contrary to the Kansas state law governing railroads.

Each charge made by the plaintiff will

receive every shipper's stamp of approval. None of them are unreasonable and surely, if equity prevails in the case, as the entire trade earnestly wishes, then will the plaintiff be granted the full amount asked, together with interest. The rights of the shipping public have so long been ignored that it is truly encouraging to find one shipper who is at least willing to stand up for the rights of his business.

## MUST QUOTED RATE GOVERN FREIGHT ON SHIPMENTS?

Recently we have received a number of complaints from different grain shippers to the effect that different railroad officials were unable to quote the same freight rate. It seems that freight tariffs are so very complicated even traffic managers are unable to agree on their meaning. A simplification of the tariffs is surely very essential to grain dealers who make shipments out of beaten courses.

The Interstate Commerce Commission, in the case of the Red Cloud Mining Company vs. the Southern Pacific Ry. Company declared that the duly published rate on an interstate shipment, and not the contract rate, was the legal one. It also held that a contract to carry freight at a lower charge than that established by the published rate is not binding. The Commission merely followed the decision of the U. S. Supreme Court in the Hefley case, 158 U. S. 98. It would seem from this that the published rate should prevail regardless of any rate mentioned in the B/L. This will make no difference to shippers who do not receive cut rates or favors, except when the station agent erroneously quotes a rate lower than the published rate, as he often does unintentionally.

If the rail carriers would refrain from changing the rate so frequently the grain shippers margin of profit would not so often be sacrificed to the change in the rate, but of course the railroads will make no effort to remedy this trouble. They never suffer. The shippers alone are the losers and they must work out a remedy.

The U. S. Court of Appeals for the Fifth Circuit in the case of Pond-Decker Lumber Co., 86 Fed. Rep. 846, decided that where there is no joint thru rate and the agreed rate is less than the combination rate the shipper is not assumed to know that the carriers cannot contract for a thru rate lower than the combination rates. If this decision is upheld by the U. S. Supreme Court then will the shipper have some hope of a quoted rate standing.

E. T. Bedford, pres. of the Corn Products Refining Co., states that his company consumed 3,000,000 bushels of corn last month at an expense of 6 cents a bushel more than it cost the previous month.

## NEW SECRETARY FOR MILLERS NATIONAL INSURANCE CO.

M. A. Reynolds, who has so long served the policy holders of the flour mill mutuals, as adjuster of fire losses, has been selected by the Board of Directors of the Millers National Insurance Co. to serve as acting secretary of that company, to be followed shortly by the full secretaryship. This action was much of a surprise to Mr. Reynolds, but will surely please beyond measure policy holders who know anything of the character of the man.

Mr. Reynolds is determined to terminate the one-man rule of the company. His idea is to place the active management in the board of directors, and hence in the policy holders who select them, more than has been done heretofore. It is his wish to make the officers of the company servants of the Board. It will be his aim to make the company, if possible, even more than its name implies, a millers' mutual company.

Mr. Reynolds, who at one time was engaged in the milling business in Michigan, was one of the organizers and a charter member of the Michigan Millers Mutual Fire Ins. Co. He served it as Director and Vice-President for several terms and was closely identified with it. Later he served the company as inspector and adjuster, his work in this capacity giving such perfect satisfaction that all of the flour mill mutuals have employed his services in the capacity of adjuster for the last eleven years. During this period he has had his office with the Millers National Ins. Co., hence is thoroughly familiar with its business and methods. He brings to the company a ripe experience in the insurance business and a character in which the millers have every confidence.

RYE has always deteriorated the value of wheat in the eyes of the miller and always will until some device is perfected for separating the mixture. In some districts of the country grain dealers have materially reduced this trouble by discriminating against the rye in wheat so sharply as to prompt farmers to go into their fields and cut out the long-stemmed rye before the wheat matures. Others can do likewise and to their own profit.

The original dust collector—the deacon who passes the plate at church.

A. P. Low, director of the geological survey in Canada, states that in a comparatively short time the wheat exports from Canada to Europe would largely go by the way of Hudson Bay, which, with Hudson Strait, is navigable to ordinary vessels from July 15 to November 15. The distance from Ft. Churchill to Liverpool is the same as from Quebec, while the distance to Ft. Churchill from the wheat belt of Canada is less than to the head of navigation on the lakes.



## Letters From Dealers

[Here is the grain dealers forum for the discussion of grain trade methods, practices and needed reforms. When you have anything to say of interest to members of the grain trade, send it to the Journal so your convictions will be given wide circulation and have great influence. Write it now.]

### MOVED ELEVATOR FIVE MILES.

*Grain Dealers Journal:* In the issue of the Journal May 10th is illustrated the moving of Chas. Pake's elevator at Denbigh, N. D., last summer and I was much interested in the account.

I had a far more difficult job. This elevator was moved from the Gould Farm to the Great Northern tracks at Buxton, N. Dak., a distance of five miles across country. The elevator stood 36 by 36 ft. on the ground, had 42 ft. of cribbing and its weight was estimated at 210 tons. E. M. Eastman of Litchfield, Minn., who took the contract, rested the building on three sets of rollers, two of them traveling in the same track, and in this way the building was taken over small obstructions without straining it in the least or the necessity of making an absolutely level track.

At one point a small creek with running water had to be crossed. The banks were 75 feet apart with the bottom 15 feet below the surrounding country. This was crossed in an hour and a half without any mishaps to the building. The actual time consumed in the work from start to finish was thirty days, though frequent rains delayed us nearly another month.—Jas. A. Gould.

### ORIGINATED OUTSIDE RECEIVING TRACK HOPPER.

*Grain Dealers Journal:* We wish to answer Mr. J. A. Macdonald's article in your May 10th issue regarding outside receiving tracks for grain elevators.

I would say that Mr. Macdonald seems to take a different view than was intended in my letter in your April 25th issue, that is, I do not claim to have originated railway tracks at all and I will confess to have seen in operation outside receiving tracks for elevators for the last fifteen years, but what I claim and intended to convey in this letter was, that we have originated the outside receiving track hopper as it is now being put in use in the new Santa Fe elevator at Chicago, also that we will try and protect our rights to this.

When Mr. Macdonald speaks of the Canadian Northern Railway elevator at Port Arthur, and almost insinuates that we copied his design in planning this house, I will not be gracious enough to call this an inspiration, it should be classed simply as a pipe dream. I will say that we designed this plant for the Mackenzie-Mann Co., Ltd., fully one year before it was built, and, as we believe without any competition. I will challenge Mr. Macdonald or anyone else to show proof that they have furnished Mackenzie-Mann Co. a design of this property, as he claims in his letter.

We admire Mr. Macdonald's ability as an elevator engineer and give him full credit for originating certain useful features in this construction, and we do not blame him at all for placing cleaning machines in the top story of track shed or

putting tracks outside of his elevators, as we would have to do the same thing ourselves in designing this type of elevator or leave the tracks and cleaning machines out entirely. Respectfully yours, The Barnett & Record Co., F. R. McQueen, Manager.

### REFERENCE TO WEATHER OMITTED FROM STATE AND NATIONAL WEEKLY REPORTS.

*Grain Dealers Journal:* The state weekly and the national weekly reports will be continued the same as heretofore, except that greater emphasis will be placed upon the meteorological conditions than has been the rule in the past, and that direct reference to crops will be omitted. It is believed that, with a detailed statement of the temperature, sunshine, cloudiness, and rainfall for each seven days during the growing season, every one interested in crops will be properly informed as to the conditions in the various states.—Willis L. Moore, Chief U. S. Weather Bureau, Washington, D. C.

### SCOOPING AND LINE AGENTS.

*Grain Dealers Journal:* How ridiculous it is to advance the theory that a farmer who ships his own grain should be classed a scooper. We would be in a nice fix if the farmer got so he was compelled to allow an elevator 4 to 6 cts. to ship his wheat thru his house. We all have a right to make all we can out of our own property. During my early days of railroading it was so that a farmer could not get a car, but things have changed. Mr. Kelso of the Minnesota Appeal Board always scoops his wheat.

If the eltr. agents would buy wheat right there would be no chance for a scooper to exist. I bought grain at Portland, N. D., for eight years and in that time there was not 8 cars shipped on track, because all the buyers understood their business and made money for the eltr. companies. It is not the eltr. companies that are to blame so much, but the buyers themselves. Would the farmers build their own eltrs. if they hadn't been tricked to a standstill? Now they want a membership in the Board of Trade and can't get it. Come out here and buck grain for a few years and find out who is full of tricks. If the eltr. man can't discount the scooper on tricks at the rate of a mile a minute, I miss my actual experience, which is 21 years in the grain business. Last year I put up a nice little 20,000 bus. house at Bronson, Minn. The line houses got together and froze me out in about two shakes of a lamb's tail. Wouldn't it have been more business like if they had let me alone? I get a good fair salary as manager of this eltr., but I shall scoop at stations in Kittson County, Minn., next fall to perfection and buy special bin wheat and be right in line for tricks.

The Journal is full of kicks about allowing discounts on grain, delays in shipping and laying the blame on the railroad company and the commission man. Nine cases in ten it is the shipper's own fault; simply because he does not know how to sell.

My plan to overcome all this monopoly of eltrs. handling grain or any raw material is for Congress to pass a bill compelling every railroad company in this country to build elevators and warehouses at all of their terminal points, making them responsible for said com-

modities, until its arrival at destination. Just see the magnitude of such a law. It would bring the railroads into active competition with one another and I claim it would solve the empty car question, because the cars would not have to make such long trips and the empties which are not always at terminal points would be in constant use. Each railroad would have its own cars and would not be obliged to furnish other roads with empties and possibly the competition that these terminal houses would bring would induce foreign roads to allow their cars to be used on other lines more frequently. Wishing scoopers and elevators success alike, I am, H. B. Borneman, Colgate, N. D.

### TESTS OF CALCIUM CHLORIDE.

*Grain Dealers Journal:* Concerning the use of calcium chloride in the cooling water of gasoline engines we have found by actual test that the claims made for it are not exaggerated in the advertisements.

The temperature at which the water shed free depends on the quantity of chemical. We made some tests in this respect and found that a solution containing 2½ pounds per gallon will prevent freezing at 4 degrees above zero; using 3½ pounds per gallon will prevent freezing at 8 below, while in order to prevent freezing at 54 degrees below it would be necessary to use 5½ pounds per gallon.—L. V. Goebels, with Otto Gas Engine Works, Philadelphia, Pa.

### FREIGHT OVERCHARGES.

*Grain Dealers Journal:* On a shipment from Murray, Ia., to Brashear, Mo., the local agent charged me local rate from Quincy to Brashear, making an overcharge of \$52.74, notwithstanding my warning not to charge me more than 11½c.

Apparently he must not have made any effort to find out whether or not I was right.

Now this seeming indifference that is so common amongst local agents is liable to lead some of these R. R. Co's into a serious penalty and I hope the time will come when R. R. Co's will see the need of requiring their agents to know something about freight tariff.

Half of my office work consists in picking up after the agents. Had this charge been made by any other road than the Burlington route I should have had my attorney to sue without notice, especially so if it had been with the C., R. I. & P., as I have them on my black list and I will not recognize their claim department.

I prefer to avoid putting claims in with the Burlington route claim department, as they have become almost as dilatory and imposing as some of the other roads.

For instance, such claims as these should be corrected on sight, whereas if sent to claim department, it will take nearly six months, and of course they would not think I was entitled to interest or entertain such proposition.—Geo D. Henry, Fairfield, Ia.

George Ade declares that he cared nothing for the Howling Dervishes, because he had visited the Chicago Board of Trade once.

"We have flowers for our table on Sundays now." "You do?" "Yes, the labels on Henry's seed packages were wrong and instead of raising radishes and carrots he raised violets and tulips."

## Asked— Answered

[Readers who fail to find information desired on any grain trade subject of general interest should send us their query for free publication here. The experience of your brother dealers is worth consulting.]

### ADDRESSES OF BAG MANUFACTURERS?

*Grain Dealers Journal:* We would like to know the name and location of a manufacturer of cotton grain bags, thru the "Asked and Answered" column.—Bingham Bros., New Ulm, Minn.

*Ans.:* Cotton grain bags are made by the Milwaukee Bag Co., Milwaukee, Wis.

### RAILROAD SHUD PAY FOR COOPERING.

*Grain Dealers Journal:* One of the Journal's readers wanted to know who should pay for coopering cars. The railroad company, of course. Place your claim in the hands of your agent, but don't make your claim for more than you have actually expended and then stick to your claim. The railroads have men employed who do nothing else than try to get claims lowered or discounted and if a shipper is foolish enuf to comply with their audacity he should lose. Stand by your rights and don't let any one come down on your just claims. I have often thought of starting a claim department at some terminal point. I believe it would be one of the best paying businesses there is.—H. B. Borneman, Colgate, N. D.

### WILL DRIERS PREVENT HEATING OF CORN?

*Grain Dealers Journal:* Will you kindly inform us whether or not the experience of grain dealers has developed any successful method of preventing heating of corn stored in large quantities during the month of February or March? Can such corn be stored until July or thru-out the entire year? I notice the ads of grain driers in the Journal. Are any of them a success in keeping stored grain from heating?—A. L. Stanhope, Filley, Nebr.

*Ans.:* In view of the fact that many large grain elevators of this country have invested over half a million dollars in driers during the last five years we believe no dealer should have any fears about the up-to-date grain drier being able to prevent the spoiling of corn at any time of the year. It can be stored in as large quantities or for as long a period as the owner may desire without fear of deterioration. The up-to-date driers are a complete success, but, like the simplest and oldest of mechanical devices, their use can be abused. Many of the driers have paid for themselves several times over each season since their installing.]

### TAXATION OF ELEVATORS ON RIGHT-OF-WAY?

*Grain Dealers Journal:* Will a reader of the Journal please inform us thru its columns whether or not owners of elevator properties located on the I. C. R. R. right-of-way in Illinois are subject to tax, court decision on this matter, in this

and whether or not there has been any state or any other.

We think there have been court decisions regarding these taxes.—Rodman & Sons, Moweaqua, Ill.

### SUPPLYING CAR DOORS?

*Grain Dealers Journal:* I would like to know how my fellow dealers in the grain trade handle the railroad company in regard to grain doors for cars.

I have often had to supply them myself, and to get the railroad to pay for the lumber is impossible. When the matter was referred to the state railroad commission at Topeka it stated that the matter was out its jurisdiction, and so the matter stands.—T. O. Gibbon, Hartford, Kan.

### DUTY OF RAILROAD TO CLEAN CAR.

*Grain Dealers Journal:* I noticed some time ago in the Journal the question as to who should stand the expense of cleaning out car to load grain after it had been used for transportation of live stock.

It is not wise for the grain dealer to accept car in this condition, as the railroad company has car inspectors and it is their duty to mark such cars unfit to load grain, just as he does on cars, wanted to load flour, groceries and dry goods, as wheat should be handled in just as clean cars. J. L. Carr, agt., Aetna Mill & Eltr. Co., Corbin, Kan.

### DELAY IN TRANSIT—DESTINATION TERMS.

*Grain Dealers Journal:* I would further ask if the present railroad commission has been of benefit to anyone. I had a case before it, when I had a car of ear corn in transit 31 days, to be shelled at Parsons. Owing to the delay I was the loser by \$28 for not getting the corn in on contract time. This claim was returned with the notation that the matter was out of the jurisdiction of the commission, and I would like to know what it is good for.

Another experience was on corn sold for export, f. o. b., destination weights and grade. In final settlement I was charged with exchange on draft, weighing and inspection at destination, with other dockage. What good are f. o. b. trades on this basis? Respectfully yours, T. O. Gibbon, Hartford, Kan.

### QUOTED RATE.

*Grain Dealers Journal:* Answering Ind. Dealer's inquiry in issue of May 10th we will say: It appears from the inquirer's statement that upon asking the station agent for a rate on the shipment referred to, the agent showed him a published tariff that quoted the rate as 8c per 100 pounds. If the tariff shown him was then in force, and quoted a rate of 8c, the agent was correct in every particular. If, however, the agent in error showed him an expired or cancelled tariff he blundered, but, acting as the agent of the railroad, bound the railroad company to protect the rate shown in the tariff.

The agent at destination should have referred to the published tariff, and if he found it quoted the 8c rate should have wired the general freight office for authority to correct his expense bill accordingly, which authority, no doubt, would have been wired him. If the tariff car-

rying the 8c rate had expired by limitation or cancellation, and the tariff then actually in force did not justify the general freight department to authorize the agent at destination to correct his expense bill to eight cents, the only thing that could be done would be to pay the freight bill basis 10c rate and file claim for the difference, Ind. Dealer supporting his claim with a verification of his statement that when applying for a rate a tariff quoting 8c as the rate was shown him by an authorized agent of the railroad company. Under such circumstances we believe the railroad company would promptly adjust the claim.

We have known of many instances in which railroad representatives erred in quoting rates, but they invariably protected the rates quoted.—Daniel P. Byrne & Co., St. Louis, Mo.

### CLAIM FOR OVERCHARGE.

*Grain Dealers Journal:* Replying to communication of E. W. K. in Grain Dealers Journal April 10th, we will say: E. W. K. says he shipped a car of snapped corn from a Missouri point to Columbia, Tenn., the car containing 45,500 pounds, and a rate of 14½c per 100 lbs. from point of shipment to Memphis being inserted in the B/L. He also says that the railroad company collected freight charges on a weight of 58,500 lbs. on a rate of 16c per 100 lbs. from point of shipment to Memphis, indicating an overcharge in the rate and weight.

Clearly the railroad company was in the wrong, and if E. W. K. furnished consignee with B/L showing the rate of 14½c and an invoice showing the car contained only 45,500 lbs., then the consignee was equally wrong in paying freight charges in excess of the actual weight and the agreed rate shown in B/L. If such is the case as regards the consignee he should be held responsible for the difference in freight. If, on the other hand, E. W. K. failed to furnish consignee with invoice showing actual weight of corn in the car and B/L showing the rate of 14½c, then the consignee could only pay the freight bill as presented by the railroad company, having no reason to dispute it. But in either case E. W. K. can now only go to work and right a matter that has been handled very badly by some one. He can file claim with the claim department of the road issuing the B/L for amount overcharged, attaching B/L and sworn certificate of the weight of corn loaded in the car. If he cannot obtain the B/L to attach to claim let him secure a copy of the billing at point of shipment showing at least a statement from the agent to the effect that he had quoted a rate of 14½c on the shipment.

The commission merchants at the central markets have just such things to contend with on shipments received from country shippers, but they protect the interests of the shippers, who never know anything of these troubles when consigning in a regular way to a commission merchant. In the last few months we have saved for our shippers differences of from 1c to 4c per 100 lbs. in rates, and anywhere from 1,000 lbs. to 30,000 lbs. on the car overcharge in weight. Checking up and preventing freight overcharges in freights is one of the most important features in the receiving business, and not properly appreciated by the country shipper until he runs up against something like E. W. K. has in the South.—Daniel P. Byrne & Co., St. Louis, Mo.



# Crop Reports

## California.

San Miguel, Cal.—Wheat and barley, our principal crops, are in splendid condition; about all headed out and filling, conditions being favorable for a full crop of our usual excellent quality. The acreage is somewhat less than last season, but greater aggregate returns are expected than for many years. Some of our unused area of wheat and barley lands is being bot up or leased for grain raising, so that we anticipate quite an increase in the acreage next season.—W. A. Willmar, agt. Southern Pacific Milling Co.

## Colorado.

Trinidad, Colo.—Indications are that there will be a good crop of alfalfa this year in this locality, as there is plenty of water in the ditches to assure the first crop.—Bancroft-Marty F. & P. Co.

## Illinois.

Freeburg, Ill.—The drouth is injuring the wheat. Oats will be a failure.—J. F. Hill, secy. Crown Eltr. Co.

Welge, Welga P. O., Ill.—Wheat looks fairly well in this locality and if nothing happens to interfere with it will have an average crop this year.—A. H. Welge, agt. H. C. Cole Milling Co.

Granite City, Ill.—The wheat crop is in bad condition; acreage about 1-3 less than last year. No sign of any corn coming up. The oat crop will be very short.—H. H. Beckman, mgr. Schultz & Niemeler Co.

Bloomington, Ill.—It is very dry here, as well as cold; oats are backward, as it is too dry for them to take advantage of the cool weather and stood out as they otherwise would do. Corn planting is progressing slowly and spring plowing is very cloddy; break breaking is better.—J. E. Hawthorne.

## Indiana.

Washington, Ind.—We are having a drouth here which is cutting the wheat crop short and delaying the planting of corn.—Walker & Norris.

Elmore, Ind.—We have a fine prospect for wheat. A large corn crop is being put out in this county. Spring oats are peedling rain.—Jonn Caress, mgr. C. M. Lemon.

Cambria, Ind.—We are having very dry weather and farmers are having hard work to get in their corn, altho most of it is planted; ground too dry to germinate it. Wheat is looking well considering the dry weather; yield will be out short by the dry weather. Oats may make half a crop. If we get rain soon. Grass is not growing good. Have had no rain for 3 weeks. Farmers are backward about selling grain that they have on hand.—J. R. Beach.

Fulton, Ind.—Oat acreage sown this year is 75 per cent compared with last year; crop in bad condition for want of moisture. The corn acreage will equal last year's, but is not all planted yet, owing to very dry weather; very little up yet. The wheat acreage is 40 per cent more than last year; has been injured 15 per cent in last 30 days. Should judge that 20 per cent of last year's crop of wheat is still in farmers' hands; will probably be consumed at home and very little will go to market.—A. D. Toner.

## Iowa.

Toeterville, Ia.—Corn planting is in progress now. Grain looking fine.—John Mundt & Son.

Popejoy, Ia.—Oats are in fine shape; good prospects. Not much corn to be planted; wet weather made the planting a little late. Prospects good.—Pierce & Zufall.

Rowan, Ia.—Acreage about the same as last year in all small grains. Condition 100 per cent May 19. Corn plant about half done; acreage same as last year.—S. B. Heath & Son.

Plow, Ia.—Small grain here is looking good. About 30 per cent of the corn is planted. Season about 2 weeks late, but May 12 heard the click of the planter in all directions. About 5 per cent of last year's crop is held by the farmers. Acreage about same as last year.—S. S. Reed, agt. DeWolf & Wells.

## Kansas.

Herndon, Kan.—About 25 per cent of winter wheat gone; the balance of the growing plant looks fine and will make a crop if we get rain.—Malone & Wenzel.

Corbin, Kan.—Prospect for wheat crop is good. Soft wheat is generally harvested about the last of May; hard wheat about June 15.—J. L. Carr, agt. Aetna Mill & Eltr. Co.

Hudson, Kan.—The condition of the wheat crop, as compared with last year, is 85 per cent; compared with the average, 70 per cent. No rain for some time and wheat is beginning to suffer. No damage by fly but considerable damage by winds during April and May.—G. H. Immer, of Immer & Held.

Idana, Kan.—One inch of rain fell here the night of May 21. Late sowed wheat was hurt some by the dry weather. Taken as a whole, wheat looks better than a year ago. Cut worms have worked on the corn in a few places; aside from that the stand is good and farmers are cultivating. The early sowed oats look well, but the majority were sowed late and will not amount to much.—R. V. Roach, mgr. F. L. Williamson & Co.

## Kentucky.

Winchester, Ky.—We are having a severe drouth and crops are suffering. Hemp and oats are already damaged and wheat is beginning to suffer. Corn is coming up badly. Meadows are almost ruined. Tobacco plant late and growing slow.—Goff & Bush.

Frankfort, Ky.—The usual acreage of corn will be planted, altho a little later than usual. The wheat crop is fairly good thruout the state and only a few counties if any reported any damage to the crop May 12. The acreage of oats is below an average on account of the lateness of the season before they could be sown; acreage seeded is 83 per cent of that of 1905. The corn acreage, as compared with 1905, is 99.—Hubert Vreeland, commissioner of agriculture.

## Michigan.

Lansing, Mich.—The condition of the Michigan wheat remains the same as in April, 75, as compared with 96 one year ago. About 7 per cent of the acreage shown last fall will have to be plowed up because of being winter killed. Hessian fly has damaged 4 per cent as compared with 2 per cent last year. Condition of rye 85, compared with 95 last year. Oat acreage 95 compared with average last 5 years.

## Minnesota.

Clinton, Minn.—Wheat acreage will be decreased considerable on account of the backward spring. Fields have been too wet to get seed in time. Flax and barley may be sown if weather is dry in time.—F. N. Madison, mgr. Farmers Eltr. Co.

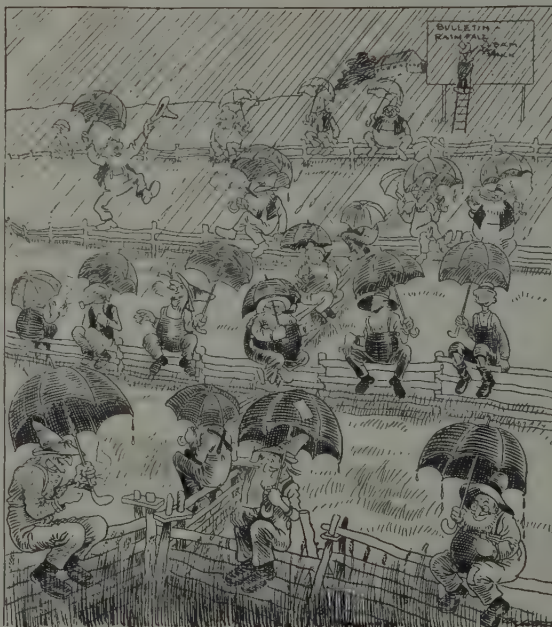
Ellendale, Minn.—Wheat, oats and barley are all up and looking fine. Corn and flax are nearly all planted. Wheat acreage is about 90 per cent of last year. Wheat is being marketed very freely.—G. B. Stearns, mgr. Farmers Mill & Eltr. Co.

Minneapolis, Minn.—Wheat seeding in Minnesota, the Dakotas and Manitoba was completed last week. In the southern counties of Minnesota and South Dakota oat and barley seeding has also been completed and flax seeding is now in progress and the preparation of the ground for corn. Further north flax and barley lands are being prepared and seeded as rapidly as possible. Excepting the Red river valley, all of our wheat crop was put in under excellent conditions of soil and weather; and following seeding the moisture was very satisfactory. Wheat everywhere is up and looking well. Early sown stands from 4 to 6 inches high. The plant is strong and stooling nicely; color good. The seed was better than last year and the exceedingly favorably germinating period has put the crop in advance of the average growth on May 17. Reports indicate no material change in the amount of barley and flax seeding, as compared with 1905, but it is still too early to say definitely, as the work is in active progress.—The Van Dusen-Harrington Co.

## Missouri.

Hannibal, Mo.—Farmers are very backward in planting their corn; first too much rain, then too dry, making the ground very hard. Corn planted is coming up very slowly, as there seems to be no moisture in the ground. Very few oats sown in this section of Missouri; those sown are not doing much on account of dry weather. Wheat is looking pretty well; will be an average crop, unless we get rain very soon. Meadows will be very poor.—I. N. Lawson.

Higginsville, Mo.—The wheat acreage is 25 per cent less than last year and the condition is 25 per cent poorer than it was at the same time last year. Had a great deal of rain in the fall when wheat should have been sown, which is the cause of the decreased acreage, while we have had a very dry spring, when we should have had moisture to bring the wheat out. Are not



The Drouth in Southwest Kansas Has Been Broken By Heavy Rains.—Chicago Inter-Ocean.

expecting very much over half a crop. Very few farmers have finished planting corn, as the ground has been hard to get into condition and the season has been very unfavorable for corn as well as oats. The oat crop will not amount to anything. Grass is suffering for rain.—L. T. Land, mgr. Higginsville Milling Co.

## Nebraska.

Holstein, Neb.—Wheat acreage same as last year, but prospects are better; looks like 25 bus. acreage.—G. L. Fisher.

Harbine, Neb.—Farmers are busy planting corn. Small grain prospects very good, so far. Oat acreage not so large as last year. Weather cold for the month of May.—J. S. Hole.

Hartington, Neb.—Small grain is about 2 weeks late, but corn planting will be finished at the usual time. Everything looks good now, altho small.—J. H. Westcott, agt. Peavey Eltr. Co.

Crete, Neb.—Farmers are very busy plowing and planting corn; soil in best of condition for planting. Prospects for wheat and oats never better at this time of the year. No fly in wheat this year.—Ag. Updike Grain Co.

Edholm, Neb.—Spring has been very backward and farmers are just in the midst of corn planting. Prospects for a wheat crop were never better than at present. Grain prices good, but not much coming to market; about 20 per cent still in farmers' hands.—S. P. Streeter, agt. Dawson Grain Co.

Indianola, Neb.—Do not think we will raise half a crop of wheat this year; very little of it is over 4 inches high; need rain badly. The general opinion among farmers is that it is an off year with us. None of the corn is up yet and quite a large area of planting is still to be done.—Mgr. W. McCallum & Co.

Albion, Neb.—The farmers are nearly all thru planting corn in this section and some of the early planting is up; shows a very good stand just now. Winter wheat is looking as well as it ever did, and there is a very large acreage out for this country. Oats are all up; some looking fine; others not so good. Need a good rain for the oats. Very little rye and barley sown, and what there is being used for pasture and will not amount to enough to pay for the cutting.—B. E. Williamson, mgr. Albion Eltr. Co.

## North Dakota.

Munich, N. D.—The prospect is fine for a crop here next fall, as the wheat is all in now. Marketed 150,000 bus. of grain at this station last year, and next season will total about the same.—F. M. Canan, agt. Amenla Eltr. Co.

Munich, N. D.—Wheat, oats and barley seeding all done. Farmers are now breaking prairie for flax. Prospects could not be better for a bumper crop at this time of the year.—Sam. Burnett, agt. Anchor Grain Co.

## Ohio.

Gavett, O.—Crops are a little backward as we need rain badly.—Chas. T. Pierce.

## South Dakota.

St. Lawrence, S. D.—Farmers are now plowing for corn.—W. J. Davey.

Mitchell, S. D.—More oats and corn will be raised this season in this vicinity than last year.—F. L. Moyer, of F. L. Moyer & Co.

## Tennessee.

Lewisburg, Tenn.—The wheat acreage in Marshall county is 75 per cent of an average; growing prospects 90 per cent. Oat acreage, 80 per cent; growing prospects, 80 per cent. Corn acreage 90 per cent; growing prospects, 80 per cent. We had 2 very visible frosts during the week of May 12, but think no damage will result from them.—Lewisburg Mill & Eltr. Co.

Nashville, Tenn.—Tennessee has the finest prospects for good crops this year, than the state has known in some time, according to reports received in Commissioner of Agr. W. W. Ogilvie's office. In many counties of the state the wheat acreage is small, compared with the past 10 years, and in many instances the average condition of the crop is from 10 to 25 per cent better than it has been during that time. While not near all the corn has been planted, reports indicate an unusually large acreage of the cereal, and what is up is reported to be in a flattering condition. The oat crop will be large and the quality appears good.—R. N. C.

## Texas.

Whitesboro, Tex.—Grain prospects are very poor in our section.—Abney-Marshall Co.

Dallas, Tex.—The growing wheat crop is rapidly maturing. Harvest will begin in a few days.—New Century Milling Co.

Dallas, Tex.—Wheat and oat harvest has started in southwest Texas; yield is meeting expectations of farmers and grain men. Threshing not commenced, but will begin in a few days should the weather permit. Weather now is ideal for harvest. Yield promises to be far in excess per acre of last year, where the acreage has been reduced. In the Panhandle and west Texas, over which the writer has been very recently, the acreage is greatly increased; conservatively speaking 25 per cent more. The promise is fully up to that of last year, if not better, and some sections report that wheat will make as high as 35 bus. per acre. Taken as a whole the grain prospects are good and I consider that the wheat yield will be 12,000,000 bus., altho many estimates are reaching 50 per cent higher than this. All the crops in the state are in good condition and the corn is making good progress.—J. S. W.

## West Virginia.

Rippon, W. Va.—A very serious drouth has set in recently and our wheat and grass are suffering badly and the yield will be lessened greatly unless rain comes speedily.—Reed & Long.

## Wisconsin.

Madison, Wis.—Winter wheat was considerably damaged by the freeze in March after the snow had gone. Condition, 83½. Rye condition, 93. Present indications are that the acreage of spring sown grains will be equal to last year, excepting spring wheat which continues to diminish. The tendency will be to plant a smaller acreage of potatoes than last year and increase the acreage of tobacco.—John M. True, secy. Wisconsin State Board of Agr.

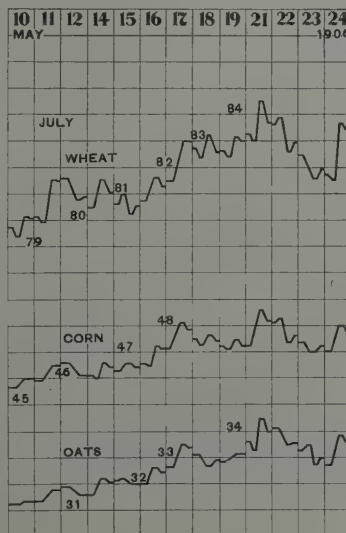
## Receipts of Wheat and Corn at Primary Markets.

Receipts of winter and spring wheat at the leading primary markets since July 1, 1905, and prior to May 25, 1906, have been 212,045,000 bus., compared with 195,998,000 bus. for the corresponding period of last season.

Corn receipts for the present crop year prior to May 25 have been 161,281,000 bus., compared with 155,019,000 bus. for the corresponding period of last season.

## Chicago Prices

The opening, high, low and closing quotations on wheat, corn and oats for the July delivery at Chicago for 2 weeks prior to May 25 are given on the chart herewith.



## Sweepings

Willie tied the baby's ear  
Firmly to the chandelier;  
Baby chuckled, full of glee—  
'Twas his ear of corn, you see.

Mexican millers are said to have placed large orders for wheat with Kansas and Oregon dealers.

Four flour mills were burned recently at Lens, France, by strikers because the proprietors had furnished flour to the soldiers.

The Spanish duty on wheat remains unchanged under the new customs which become effective August 1. The duty on corn is decreased 32 and on barley 9%; flour increased 8%.

"Did you ever hear of such a thing as a dry bath?"

"Well, I should say! I once took a plunge on the board of trade that cleaned me up in great shape!"—*Detroit Free Press.*

Over a million acres of the finest agricultural land in the west are to be thrown open to the people this summer. The tract is in the Crow Indian reservation near Billings, Mont. Several large portions of the area will be irrigated under the national irrigation law.

Plans have been partially formed for the erection of a large distillery at Des Moines for the manufacture of alcohol from grain. The removal of the tax will be of inestimable value to Iowa and corn, its great staple, will be in much greater demand than ever. Only a small percentage of the 375,000,000 bushels raised last year was consumed at home and the establishment of a permanent home market will mean much to the state.

The Senate Finance Committee reported favorably May 23 upon the denatured alcohol bill. Numerous amendments have been made to the bill which are intended to prevent a reduction of the internal revenue by reason of the act. No limitation has been placed on the size or capacity of the stills at which the alcohol is to be manufactured. The act will go into effect January 1, 1907, instead of 3 months after its passage as was intended.

It will not be long till conditions can be positively known concerning the approaching harvest and an intelligent policy can be adopted for the future. This last turn in wheat has been a veritable campaign of education; remember it. Let me say, further, that I have advocated and advised those who had May bought to sell July wheat against it whenever they had had any misgivings as to the outcome of the investment. On such trades I would stand pat awhile yet.—E. W. Wagner.

## Exports of Breadstuffs.

Exports of breadstuffs during the 10 months prior to May 1 were 32,115,345 bus. of wheat, 109,740,871 bus. of corn, 42,405,514 bus. of oats, 16,175,452 bus. of barley, 1,039,600 bus. of rye and 11,744,293 barrels of wheat flour; compared with 4,258,866 bus. of wheat, 77,657,776 bus. of corn, 2,500,415 bus. of oats, 9,723,120 bus. of barley, 1,348 bus. of rye and 7,283,530 barrels of wheat flour for the corresponding months of 1904-5.

The total value of breadstuffs exported during the 10 months was \$159,417,748; compared with \$86,510,466 for the corresponding months of 1904-5, as reported by O. P. Austin, chief of the bureau of statistics.



## Kansas Dealers and Millers Meet Together

The joint meeting of grain dealers and millers was called to order at Wichita, Kan., May 11, 9:35 a. m., by L. Cortel-you, pres. of the Grain Dealers Ass'n, who felicitated the millers and grain dealers on their willingness to meet together and join in the discussion of trade problems of mutual interests.

Geo. H. Hunter of Wellington, pres. of the millers ass'n, was called to the chair and started the program by calling for the address of welcome by F. W. Frasier.

Mr. Frasier congratulated the millers and grain dealers on their maintenance of friendly relations upon which the growth and profit of each depended. He then welcomed the dealers and millers to the city and invited all to attend the banquet.

A. H. Bennett responded in behalf of the visitors and thanked the citizens of Wichita for their hearty welcome. F. D. Stevens, secy. of the Millers Club, in telling of the objects of the meeting, said: "The last year has been one of the most unsatisfactory to the millers of the Southwest they have ever had and I believe it is your own fault. You are entitled to a legitimate profit and should get it."

J. C. Robb, in telling of Wichita as a grain market, said: "We have 22 firms in the trade here. We have the state of Kansas rules governing the grading of grain and you shud get the same. We have good weights and do not dock each car 100 lbs. We keep a complete record of all cash transactions and so far this year we have handled 3,804 cars. We believe the most direct route to the seaboard is the correct one and the cheaper. Why shud your grain be sent by the longest route? We want your consignments and will give your interests our earnest attention."

Fulton S. White, Agricultural Agt. of the Frisco, spoke at length on the improvement of the seed grain of the Southwest, and the deterioration of the soil and its renewal.

Why Grain Dealers and Millers Shud be Friendly was discussed by T. L. Hoffman, Clark Knox and W. A. Miller. From their papers we take the following:

### Why Grain Dealers and Millers Should be Friendly.

T. L. Hoffman's Paper.

Why should they be otherwise—Is there not a friendly feeling between the two?

There are three very important reasons why the Miller and Grain Dealer should be friendly and work direct, both parties deriving the same benefits. First—The country elevator dealer buys his grain directly from the farmer and the Miller grinds the grain. Why have the grain passed through three or four hands before reaching its only one destination—the Mill? Why not sell it direct to the Mill so that the Miller knows where it comes from and what it is?

Second—Prices—There are quite a number of what I call middle men who make good big profits yearly by buying grain from the country dealer and selling to the Mills. Does this profit come from the Grain Dealer or the Miller?—Both, so let us save thousands of dollars by dealing direct.

Third—Weights and Grades—Weights do not bother the Miller much as he buys on his weights, but it does concern the Grain Dealer very much. I may be mistaken, but I believe that nine Mills out of ten give better weights from 5 to 10 bushels per car than any terminal market we have in this country. I have sold 1,500 bushels of wheat to Mills this year, and I feel sure our profits at the end of the year will be

much larger than if I had shipped it to terminal markets.

Grades concern both of us. The Millers' grades are more uniform than the terminal markets. That sounds queer, but some times of the year some terminal markets grade wheat No. 2 that at other times would grade a poor 3. The Grain Dealer does not care what the grades are, just so they stay the same, so he can know what basis to work on. By buying direct from the Grain Dealer, the Miller does not get the dope that is turned out of some elevators.

True it is, that some country dealers scour, clip, etc., but I am glad to say there are only a few. At least the Miller has a better chance of getting virgin wheat when buying direct than when he buys from the third or fourth hands.

If we try each other, I think the Miller will find the Grain Dealer, and the Grain Dealer will find the Miller just as honest, reliable and good for his contracts as the middle man, and by this "getting together" both lines of business, will save thousands of dollars annually.

Clark Knox's Paper.

In Belle Plaine lives a lady who keeps some good laying hens and a Jersey cow. With her I have boarded nearly 15 years and while not occupied in tending the garden according to the instructions of above mentioned lady and looking after the interests of said cow and chickens, I have bot grain and sold lumber and coal and must admit at stated seasons when prices were attractive and profits large I have had some competition. But we think it is a well established and recognized fact that in Belle Plaine only peace and harmony exists among her competitive business men, and especially the grain buyers.

I find, however, that universal peace and friendship does not exist among all grain men as it does at Belle Plaine. I read of places where they are scrapping all the time. In small towns as many as six or seven buyers are trying to eke out an existence, fighting over the few loads of grain which come to town, that neither has any regard or respect for his competitor, that if some certain one can't buy it all he will try very hard to see that his competitor pays more than it is worth, if he gets it, and it makes but little difference to them how much the peace commission or secretary of the grain dealers ass'n may labor for harmony.

Disturbed conditions with such parties are liable to prevail until somebody's bank account gets crippled. Such conduct seems to me to be in keeping with the old Mosaic law. As all grain men and nearly all millers are Christians they should practice the later dispensation, which teaches if your brother competitor buys all the wheat give him the corn also.

In my 17 years experience in the grain business I find that it is indeed a peculiar species of humanity that will not be affected by kind and honorable treatment. If you let your competitor buy grain today with a respectable margin of profit, if he is worthy the name of grain man or miller he will extend the same courtesy to you to-morrow.

Yes, my brother grain men, it pays to be fair and honorable in business; try it. Your chuck will digest better, your pathway will be smoother, your sleep will be sweeter and if you dream it will not be with some horrible nightmare, if you be with some good will toward your competitor. The gray hairs will not gather so early above your ears and they will stick tighter on top of your head.

W. A. Miller's Paper.

The happiest time of our lives is during the Christmas Festival, when we declare "Peace on Earth, Good Will to Men." Why not make a business motto of our own and call it "Peace in the Grain Business, Good Will toward our Competitors and the Millers."

The milling industry in Kansas to-day is the greatest of any west of the east tier of counties in Kansas and the greatest of all in Oklahoma, and should be encouraged by all, that it may grow and become the greatest milling center in the world.

We as grain dealers can to a certain extent help to extend and build up this

business by giving our home mills the preference of our good wheat and at the same price as outside mills. On the other hand I think the millers should always give the regular grain dealer the preference of his bids that he should not encourage a "scoop-shovel or transient man, even if by doing so he can buy wheat from him at 1 cent less than from the regular dealer. The miller should recognize the fact that the grain dealers have a great deal of money invested in the business, as well as the millers, and that they are entitled to a profit on their investment, as well as pay for their time.

We have in this part of the state a great many elevators owned and operated by farmers that I think the regular grain dealers and millers should recognize as grain dealers. If we could induce our farmer friends to join this Ass'n they would learn that we are not as great a trust as some people say we are. These farmers' elevators have been built by our old-time friends and customers. They have their money invested and they are coming to the grain dealer and telling us they want to make some money buying wheat. They are tired of buying at a loss. They have been lied to by a stranger and would not believe us. They have repented. Shall we invite them to join our little band and be good fellows? Shall we kill the fattened calf and recommend them to our miller friends? Why not? They are fixed to do business. They have learned what it costs to buy and sell a bushel of wheat. Didn't the General Manager of the only co-operative company that is left say that it cost 273-100 cents to buy and sell a bushel of wheat and that the average was 34c more? This is for actual cost and does not include any interest on the investment or any money set aside for depreciation and repairs. The cost to the other co-operative companies must have been two or three times as much, as they are no more.

To use a now common phrase, "A square deal" between the millers and grain dealers is all that is required to harmonize the grain trade in Kansas and Oklahoma. I know that if all grain dealers would give the miller "a square deal" when they sold their wheat, nothing but good, sweet wheat, and all wheat testing 60 pounds or more, the millers would think they were getting a "square deal." If the millers made the grain dealer's wheat test more at the bottom of the car than it does at the top, paid his drafts promptly, did not see any musty or stack burnt wheat in the car, and in making out his returns he made the wheat weigh more than was put in the car, the grain dealer would think he was getting a "square deal."

Those booked to discuss Arbitration and Adjustment of Differences Between Grain Dealers and Millers, begged off.

The Past and Future of the Grain Trade was outlined by R. E. Cox, president of the Southeastern Kansas Grain Dirs. Ass'n. From his paper we take the following:

### R. E. Cox's View of the Past and the Future.

The subject of the past we all know thru experience and observation, but the future we can only deduct by our knowledge of the present and the past and reason from that. Naturally the thirteen colonies were the first developed, but gradually the development moved westward until the Mississippi river was the western boundary of civilization at the time of the civil war.

After the close of this war and the destruction caused to both North and South, Kansas came into prominence as the gateway to the West and was settled by men of sturdy and indomitable courage and determination.

Thru the few short years of her statehood Kansas has made a name that is recognized commercially, educationally and in many other ways, from Carrie Nation, populism and Standefer until the railroads, oil, and the thinkers and reasoners, not following the path of their predecessors, but allowing reason and right to rule, thus showing that the "square deal" is paramount.

Commercially we are becoming one of the richest states of the Union. Our crops are the wonder of the world. Kansas second to none.

Such productions necessitate methods for handling; thus the greater the production the greater the wealth and the more people that are after it, making business today so close and competitive that the methods and systems of the past are unable to control, and compelling us to work on lines and methods that the present demands. The business man of older meth-

ods must progress and change, or meet inevitable failure.

All lines of business demand such a course and one of the most radical changes of the past few years, and one of the most predominant features, is organization. All lines, business and labor, have accepted and hold their own right thru this one change.

Many of our brothers are still upon the sea of failure and loss and must make their bow to the inevitable and join the ranks, or be lost upon the great sea of commercial activity.

The past is so dark in many ways that we have tried to brighten the old beaten pathway by stringing flowers of progress and endeavored to reach the path of practicability. The present, which is lighted with the new methods and systems is leading to success and power. We can see the star of destiny from our present walk by the aid of the telescope of organization, with its code of ethics, of education, judgment, will and courage, all blending toward the achievement of success for the future.

The chairman appointed the following Comite on Resolutions, J. C. Robb, A. H. Bennett, W. E. Clark, A. J. Hunt, H. G. Hackney and J. A. Davenport.

E. J. Smiley read a paper on Is the Kansas Grain Dirs. Ass'n a Benefit to the Producer? From which we take the following:

## Is Kansas Grain Dealers Association Benefit to Producer?

I am satisfied that if the farmer were familiar with conditions existing ten years ago he would wonder why the grain dealers had not organized long before. Short weights at terminal markets was one of the evils the individual dealer was powerless to correct. An official committee of the Ass'n waited on the Kansas City Board of Trade and asked permission to place our own representatives in all elevators under a competent supervisor and known as the Check Weight Bureau of the K. G. D. A. By this plan the blame for shortages was fixed where it belonged, and prompt adjustment of the loss by the railroad insisted on.

At one elevator we found 65 bus. of wheat in the possession of a sweeper. Many of the elevators allowed a gang of sweepers to infest yards. At another elevator the metal valve over which the grain passed after being discharged from the buckets at the head of the receiving hopper had an opening of sufficient width to allow several bus. of grain from each car to pass thru into a garner at one side instead of reaching the weighing hopper. Another cause for shortage was pilfering in the yards.

We have saved the shippers of the state annually thousands of dollars; and no one can question that this has been of indirect benefit to every producer.

Another object of the organization is to settle disputes, instead of resorting to the courts.

We have also required the transportation companies to furnish better equipment for the handling of grain from country stations, thereby limiting the loss in transit to a minimum.

No officer of the Kansas Grain Dealers Ass'n has any authority to fix the margin of profit on which grain shall be purchased; and owing to the small margin of profit on which grain is handled at the present time the prices paid by local dealers must of necessity be the same. Is it not a fact that merchants of your city pay the same price for produce, and sell the same number of pounds of granulated sugar for \$1? Then why shud you expect one of the grain dealers in your town to pay more than his competitor? I will venture the assertion that the grain dealers of Kansas have handled your grain the past two years on a smaller margin of profit than ever before, and I will venture further to say that your corn has been handled on not to exceed 1c per bu. profit, and your wheat on not to exceed 2c profit. There must be deducted from this, cost of operating plant, keeping up repairs and expense of labor employes and all incidental expenses. We have to-day a number of farmer elevator concerns members of our Ass'n and there is nothing in our constitution and by-laws to prevent others from becoming members if they desire.

A fotografer blew up the meeting and every dealer ran for dinner.

## AFTERNOON SESSION.

After the Independence Concert Band had favored the dealers, Chairman Hunt-

er called the meeting to order and Mr. Bennett presented a resolution thanking the Wichita dealers for the hearty entertainment tendered the visitors, which was accepted.

The Special Comite on Rules Governing the Grading of Grain being unable to agree on a report presented two reports as follows:

### Resolutions on Wheat Grades.

We, your comite wud recommend that the present inspection rules be maintained and that we shud insist on having wheat graded according to the rules.

J. R. Baker,  
C. M. Wallace,  
F. D. Stevens,  
C. H. Searing.

We recommend that the present rule providing that no scoured or manipulated wheat be permitted to grade better than No. 3 be abolished and a No. 2 rule substituted therefor similar to the following:

No. 1 hard shall be sound, dry and reasonably clean, hard winter wheat testing 59 lbs. or more to the bu., free from rye and shall not be scoured nor manipulated in any manner, that

No. 2 hard winter wheat shall be sound, dry and reasonably clean hard winter wheat and shall weigh not less than 59 lbs. to the bu.

E. F. Madden,  
A. H. Bennett.

At this crucial point the meeting was adjourned to permit the visitors to accept the invitation of the Wichita dealers to witness the drubbing of the local baseball team.

The special street cars to the ball park was led by the Independence Concert Band of 25 pieces.

The mirth-provoking antics and noise of the Millers Sun Bonnet Orchestra stands charged with being responsible for the free distribution of wind and dust. Its music (?) is said to have knocked down a horse on Main street.

## THE BANQUET.

Wichita was so overcrowded with visitors that the serving of the banquet Friday evening was somewhat delayed, much to the chagrin of the local dealers who had well prepared plans for a banquet which the dealers would remember.

At 9:50, two hundred dealers and millers sat down to a five course dinner in the Waldorf Cafe, J. C. Robb of Wichita acting as toastmaster.

Wm. Murphy was kept from his dinner long enough to tell a few stories in his inimitable Swedish dialect, and as usual was forced to favor his auditors with an encore.

E. S. Madden of Hayes City, responding to the toast "Wichita," predicted a very brilliant future for this thriving young city.

W. S. Washer responded to "The Sunflower State."

R. E. Cox told of "Wichita, the City."

Mr. Carter of Wellington spoke of "Wichita as a Milling Center and a Grain Market."

E. J. Smiley let his fancy roam wildly with unbridled rein and told of "Wichita Twenty-five Years Hence," when the Kansas City Board of Trade should be closed up and the Wichita Board of Trade should be thirteen stories high, the observatory building of a city of 500,000 people, from which visitors could see the Yankton & Mexico Canal, whose placid waters could be used only by transportation companies issuing life passes to millers and granting rebates on the passes when the millers asked it.

All in attendance voted the Wichita dealers to be such magnificent entertainers as to permit that city's laying claim to the title of the "ideal convention city."

## CONVENTION NOTES.

The next meeting shud be confined solely to business in order to strike a fair average.

One lone bag man ventured to attend—C. R. Decker, representing the Milwaukee Bag Co.

Wichita dealers are surely royal hosts. Missouri was represented by P. Bastgen, Rushville.

Many of the visitors were entertained by Wichita dealers at the Commercial Club luncheon each day.

Colorado was represented by J. C. Davidson, Las Animas; C. Maxwell, Lamar, and B. M. Spaulding, La Junta.



The Sunbonnet Band at Wichita Meeting.



An excellent opportunity for good work—the attendance was about 170—but the Wichita dealers wanted the time for entertaining.

The Lone Star State was represented by Frank Kell, Wichita Falls; Boone Kirk, Ft. Worth; Wm. Laska, Galveston, and J. R. Tomlin, Gainesville.

Wm. Murphy, the little Swede from Kansas City, fooled every one with his magical match-box and was able to capture orders for duplicates without talking.

The leading hotels had been engaged months in advance by the Eastern Stars and U. T. C.'s, so the poor millers and grain dealers took the cots which were left.

Among the elevator builders and machinery men in attendance were H. C. Draver, representing the Huntley Mfg. Co.; H. P. Roberts, representing Barnard & Leas Mfg. Co.; P. H. Pelkey and E. A. Konzelman.

Three fire insurance companies were represented—the Grain Dealers Mutual Fire Ins. Co., by T. M. Van Horn; The Millers Mutual, by W. H. Ingalls, and The Western Millers Mutual Fire Ins. Co., by Secy. Chas. H. Ridgway.

Oklahoma sent E. L. Donahue, Ponca City; F. Foltz, Blackwell; Wm. Hossack, Independence; E. D. Humphrey, El Reno; D. C. Kolp, Jr., Oklahoma City; W. M. Randels, Enid; I. T. Stout, Deer Creek; G. A. Tabor, Tonkawa; C. V. Topping, Oklahoma City, and F. A. Wright, Medford.

Kansas City was well represented by C. M. Boynton and W. H. Burns; G. S. Carkener, E. M. Elkin of Goffe & Carkener, F. G. Crowell, Weighmaster; J. G. Goodwin, O. D. Hollis, T. D. Phelps, J. Rawlins, representing J. Rosenbaum Grn. Co.; G. K. Walton and Fordyce B. Logan of the Logan Grain Co.; Hugo Roos, J. L. Root, H. L. Strong and son, A. Thorstenberg and R. J. Thresher of Thresher & Fuller.

Thursday evening about 125 dealers assembled in the meeting hall, but the meeting was adjourned. Afterwards some of those lingering in the hall were called to order and the changes proposed by the millers in the Kansas rules governing the grading of grain were discussed, it being the understanding that the millers were determined to prevent the admission of scoured, clipped or bleached wheat to 1, 2 or 3 grades. A committee of three was appointed to confer with the millers and report at a later session.

Kansas was represented by R. F. Antle, Atchison; B. Baker, Hollbrook; J. R. Baker, Hutchinson; A. H. Bennett, Topeka; E. M. Black, Preston; A. A. Bradley, Harlan; W. C. Brown, Palmer; W. E. Clark, Sawyer; L. Cortelyou, Muscotah; R. E. Cox, Elsmore; M. M. Cubbin, Bayard; J. T. Dale, Udall; J. A. Davenport, Ottawa; A. R. Eakins, Hazelton; S. J. Eales, Burton; J. D. Earhart, Pardridge; W. J. Eilerts, Sawyer; A. W. Ellwood, Preston; A. I. Foster, Verdi; H. G. Gabel, Larned; E. Gorvin, Burton; F. C. Grassl, Andale; S. C. Groth, Ellsworth; E. R. Hess, Saxman; E. V. Hoffman and T. L. Hoffman, Enterprise; A. M. Hungerford, Mahaska; G. H. Hunter, Wellington; F. Jackson, McPherson; J. H. Karns, Oswego; R. D. Kay, Seward; A. Kipp, Ellsworth; C. Knox, Belleplaine; C. H. Konantz, Uniontown; B. F. Kelsey, Oxford; F. P. Lint, Atchison; J. McKeown, Abbeville; W. K. McMillen, Hutchinson; E. S. Madden,

Hayes City; W. A. Miller, Anthony; M. H. Nelson, Gueda Springs; J. L. Nessly, Mulvane; P. T. Nickel, Buhler; Geo. Noll, Haven; H. A. and H. F. Probst, Arkansas City; S. B. Samuelson, Hiawatha; J. W. Sauer, Cherryvale; J. F. Schmidt, Attica; C. E. Sheldon, Everest; R. R. Sherar, W. T. Shute, Maxville; J. F. Skinner, Coats; C. C. Smith, Conway Springs; J. F. Smith, Attica; W. W. Smith, Hollyrood; C. C. Stahl, Sterling, Kan.; I. E. Swain, Caldwell; W. Teichgraber, Gypsum City; H. E. Thompson, Anthony; C. M. Wallace, Winfield; C. L. Wagner, Mt. Hope; H. M. Walton, Coffeyville; W. S. Washer, Atchison; T. Wells, Stark; A. W. Wickham, Salina; F. L. Williamson, Clay Center; J. J. Wilson, Moran, and L. B. Young, Hutchinson.

### Reduced Rates to Grain Dealers' National Meeting.

For the 10th annual meeting of the Grain Dealers National Ass'n, to be held at the Auditorium Hotel, Chicago, June 4 and 5, a rate of a fare and a third for the round trip on the certificate plan, has been granted by the following passenger ass'ns, from all points in their respective territories:

Central Passenger Ass'n.  
Western Passenger Ass'n.  
Southeastern Passenger Ass'n.  
Southwestern Excursion Bureau.  
Trunk Line Passenger Ass'n.

Reduced rates are granted from places from which the one way rate to Chicago is not less than seventy-five cents.

A certificate must be obtained by each delegate from the ticket agent at the place of departure stating that full fare has been paid one way (either for a limited or unlimited ticket), and specifying the route by which the ticket is issued. Certificates will be issued only within the three days next preceding the date of the meeting.

Certificates must be deposited with the secretary of the meeting on arrival, and when one hundred have been so deposited he will turn them over to the joint agent of the several passenger ass'ns, who will stamp them and return them to the delegates on application, and upon presentation to the ticket agent return tickets will be issued therefor, for continuous passage, at one-third fare, by the route traveled going to the meeting, if presented within three days after the close of the meeting, Sundays not being counted in either case. A fee of twenty-five cents must be paid to the joint agent for validating each certificate. The return ticket is not available for passage on the "Lake Shore Limited" or the "Pennsylvania Limited" train.

In case through tickets are not on sale at the point of departure, a local ticket should be purchased to the point where a through ticket can be obtained, and a certificate taken for the local ticket purchased, as well as for the through ticket.

A guarantee has been given to redeem at full fares any return tickets that may be found to have been transferred, misused, or offered for sale.

The 24th annual convention of the American Seed Trade Ass'n will be held at Toledo, O., June 26, 27 and 28. The meeting will be held at the Boody House, and about 200 are expected to be in attendance. Charles Burge, as chairman, Will Phillips and Fred Jaeger comprise the local committee on arrangements.—H. D.

### Meeting of Oklahoma and Indian Territory Dealers.

Special Telegram to the Journal.

Oklahoma City, Okla., May 23.—The annual meeting of the Grain Dealers Ass'n of Oklahoma and Indian Territories was called to order by Pres. Geo. T. Masters.

Charles S. Clark addressed the dealers on the percentage system of grading grain.

J. Z. Keel, pres. of the Texas Grain Dealers Ass'n, praised the agricultural possibilities of Oklahoma and appealed to the dealers to stand by their principles and the needs of their country regardless of party affiliations. He favored the regulation of railway rates and the building of character.

Wm. Murphy told stories in Swedish dialect.

J. H. Johnson, of Oklahoma City, addressed the dealers in behalf of a railroad commission of three, to be appointed by the governor of the state.

### Oklahoma Inspection.

Fred Vandenburg read a paper on Oklahoma inspection from which we take the following:

Probably never before in the history of Oklahoma has there been so much dissatisfaction over the inspection of grain as during the season that is just closing. Not only has the inspection been unsatisfactory, but the weights have cut no little figure in causing the Oklahoma dealers to feel that some radical changes must be made to save ourselves from an evil that is growing. The south takes a constantly increasing percentage of our crop. We know that from Texas come the bulk of our short weights and misgrades and the fact that these shortages and dockages are on the increase, leads us to believe more firmly that if something is not done in the near future, we will soon be driven out of the business.

If we are foolish enough to continue another year as the past, we will surely demonstrate to Texas receivers that we are perfectly satisfied to sit down and see our grain cut and slashed in weights and grades.

When the receivers go to Kansas City or other large markets they buy official weights and inspection. If we price wheat to them at a cent higher than these markets, they courteously tell us they can buy wheat in Kansas City, St. Louis or some other large market at a lower price. Therefore, in order to trade with them, we must first put our prices on an equal basis with the larger markets; second, we must sell destination weights and grades; third, leave good margins on drafts in order to insure plenty of funds to cover short weights and dockage at destination; while the Kansas City shipper tells them the weight, the grade, the amount the grain comes to, gets his money and the deal is settled for all time.

It is not necessary that we should sit by and see our grain sold this way, in fact we would be foolish in the extreme to allow the present disorganized and demoralized condition of our grain trade to continue another year. By simply standing together and adhering to certain business principles we can prevent this outpouring of dockages. As has been stated \$50,000 is a conservative estimate of the loss sustained the present year by Territory dealers as a result of mis-grades and short weights, yet to properly regulate this matter will not require one-tenth of that sum. We believe that there is not

a more opportune time for every grain dealer in the two Territories to make up his mind that his grain has been shortweighted and misgraded long enough; that henceforth he will sell only Oklahoma inspection and that we will stand together and not lose control of grain until its value is thoroughly established.

An address on railway legislation was delivered by F. W. Frazius.

Adjourned for dinner.

## Afternoon Session.

The minutes of the last annual meeting were read and approved.

Secretary Prouty congratulated the members on the excellent crop prospects and the difficulties overcome. He reported one hundred and sixty-one members in good standing.

Treasurer Prouty's report showed: Total receipts from all sources, \$3,137.70; and the following expenditures:

Traveling expenses .....	\$552.20
Telephones and telegrams.....	139.85
Postage .....	118.50
Printing .....	78.50
Office rent .....	85.00
Attorneys' fees .....	30.00
President's expenses .....	16.00
Secretary's salary .....	1,200.00
Clerk hire .....	480.00

Total expenses .....	\$2,750.00
Cash balance on hand.....	387.65
Due from members.....	108.00
Due from outside stations.....	43.20

Referred to arbitration committee for auditing.

The election of officers resulted in the selection of Geo. A. Masters, Perry, pres.; U. F. Clemons, Marshall, vice-pres.; C. F. Prouty, Enid, secy-treas. Directors: W. M. Randels, Enid; J. S. Hutchinson, Ponca City; G. A. Harbaugh, Alva; G. M. Mell, Elgin; H. K. Schaffer, El Reno; A. S. Connelley, Oklahoma City. Arbitration committee: J. H. Shaw, Enid; W. M. Grant, Oklahoma City; C. F. Babcock, Stillwater.

The secretary was instructed to reaffiliate with the Grain Dealers National Ass'n.

By-laws were amended to provide for appeal within ten days from the decisions of the local arbitration committee to the Arbitration Board of the National Ass'n. The secretary's salary was increased \$300 per year.

The following resolution was adopted:

Resolved, That the president of this association appoint a committee of five members to confer with the Grain Dealers Ass'n of the state of Texas and the Millers Ass'n of the state of Texas, with the view of establishing a joint weighing and inspection bureau at Fort Worth, Tex., and other gateways into Texas, and to provide certain rules and regulations covering the operation of the same; and, provided said joint weighing and inspection bureau is established.

We, the undersigned, agree that we will not sell wheat, corn, or oats to any grain dealer or miller in the state of Texas, except on joint inspection and joint weights at said Fort Worth, Tex., or such other gateways as may be hereafter agreed upon, except such grain as may be sold for export; and we agree to bind ourselves to pay the cost of such joint inspection and joint weighing at the average cost per bushel for doing the work.

J. S. Hutchins, W. M. Randels, W. H. Coyle, J. H. Shaw and U. F. Clemons were appointed a committee to go to Fort Worth.

The by-laws were amended to punish refusal to arbitrate trade differences by suspension from membership.

Voted to meet in Oklahoma City next year.

## Death of H. A. Barnard.

Heman A. Barnard, pres. and founder of the Barnard & Leas Mfg. Co., and of world wide fame as the inventor and introducer to practical utility of devices for grain cleaning and flour making, after a long illness of paralysis, passed away at his residence in Moline, Ill., on the morning of May 14.

A native of Vermont Mr. Barnard received a common school education, and with a natural inclination for mechanical pursuits, learned the millwright's trade. When of age, in 1847, he went to the province of Quebec to construct mill machinery, removing to Worcester, Mass., in 1851, where he worked 3 years at his trade.

In 1860 Mr. Barnard formed a partnership with L. E. Hemenway and J. B. Wyckoff under the firm name of Hemenway, Wyckoff & Co., to manufacture furniture, and two years later they engaged in the building of grain separators, elevator and mill machinery in a frame building at Moline, Ill. On Mr. Hemenway's withdrawal in 1864 the firm name was changed to Wyckoff & Barnard and the business was removed to its present site. Later Mr. Barnard admitted to partnership J. Silas Leas and Captain Bennett, Mr. Wyckoff withdrawing in 1871.

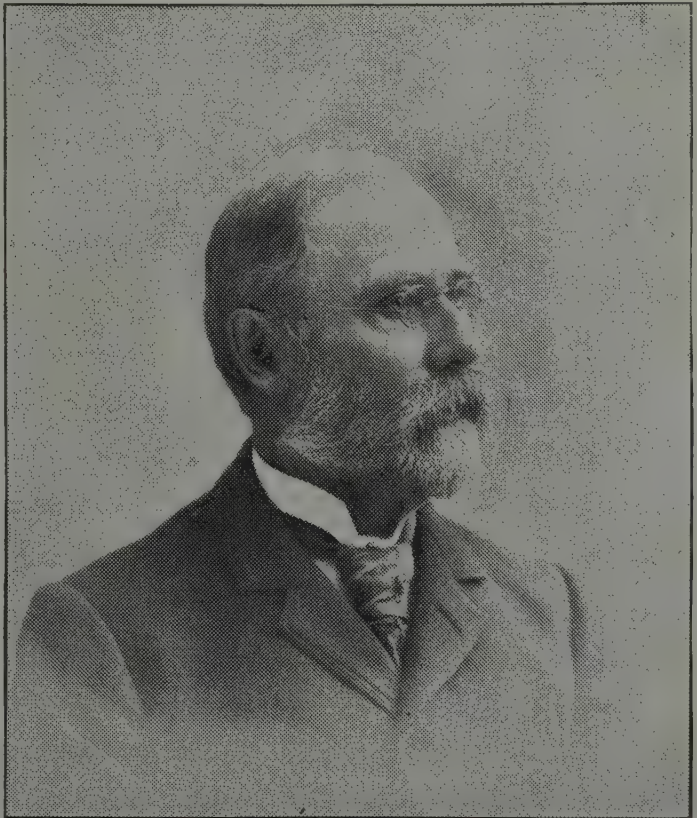
Mr. Barnard was twice married. His first wife was Delia Boright, who died in 1856. As a result of this marriage were born Charles A. Barnard, secy. of the Barnard & Leas Mfg. Co., and two daughters. His second wife was Emily

M. Sober, by whom he had six children, three of them, daughters, surviving.

A rare union of inventive faculty with business ability made Mr. Barnard's personality valuable to his firm, to his co-workers and to the grain trade. Those who had much to do with the mechanical development of Mr. Barnard's inventions testify that he was absolutely just in his treatment of his co-workers, that he often took up devices of others that had failed and perceiving the weakness therein, put them right and utilized the invention, paying a liberal royalty to the man for his ideas.

When he entered into the manufacturing business with Hemenway and Wyckoff his first invention was a separator in which the wheat was cleaned by the principle known as aspirating, or suction, instead of the old way of blowing. This enabled the grain to be cleaned better and it kept the dust from being blown all over the premises as formerly. This step, in fact, sounded the death-knell of the old fanning mill.

He was one of the first to see the advantages of the gyrating sifter. Mr. Barnard at once saw the possibilities and entered into a contract to build the plan-sifter. Altho the opposition at first was very bitter he had the satisfaction of seeing this system of bolting take the place of all other systems. The machine which he adopted and improved is now one of the leading bolters of the country and has been followed and imitated as far as possible.



Heman A. Barnard, Deceased.



## Iowa Grain Shippers Meet at Des Moines

The sixth annual meeting of the Iowa Grain Dealers Ass'n was held in the Y. M. C. A. hall, Des Moines, Ia., May 15-16.

In opening the convention at 2:30 p. m., Pres. King said:

### President King's Address.

It has been the policy of this association during the past year to conduct the work along broad lines as heretofore. We have endeavored to avoid all small matters and have given our attention to those things which seemed to us of the most paramount importance to the members and the public at large.

I may safely say to the members of this ass'n that the work has been so conducted that they need have no fear of the regrettable result that has come to the Nebraska ass'n. I do not speak of it to say anything disparaging of the Nebraska Ass'n. I very much regret the trouble that they have had, but it is because we started later than they did that we were enabled by the examples and experiences of others to guide our ship along safer lines, and it is the belief of your officers that there has been nothing done by this ass'n that in any way can be brought against us to our detriment in a legal sense.

Not only that, but we think we have conducted the work along such broad lines as is to the credit of the ass'n and that none of us need be ashamed that we are members of the Iowa Ass'n because of anything that has been done that is against the public policy or against the rights of the people. We have certain policies which we think are within legal, within moral lines. We have followed them as closely as we think our judgment has indicated.

J. L. McCaull of Minneapolis read the following paper:

### The Grain Trade.

A night's sojourn in a prosperous village situated in one of our leading western states, led the traveler to a modest hotel where he slept in a bed that cost about \$1. Bedding, furnishings and all equipment in the room probably cost \$5 more, a total of \$16.

For the privilege of occupying these quarters for seven hours this traveler was assessed 50c. The owner of the property at the expiration of the seven hours had earned 5 per cent on his investment and had his property still in his possession.

A breakfast was served, the intrinsic value of which, including the cost of material and labor, was probably about 18c, and again the traveler was charged 50c, an apparent profit to the owner of the establishment of over 100 per cent. This, in the minds of many, would be styled an outrage.

The traveler entered a bus and rode one-half mile to the station and for the transportation thus furnished he paid 25c. Transportation at the rate of 50c per mile? Another seeming outrage, for the ride was indeed a rocky one.

Buying a necktie, a collar and a hat involved an outlay of probably 50 per cent more than the actual value of the material and labor that entered into these commodities, and still a heavy travel surcharge.

Returning to his own home he hired a doctor to prescribe for a bilious attack and for which service he was charged \$1. The physician's time had been occupied for ten minutes; \$5 per hour; \$50 per day; \$1,500 per month. Think of it!

A lawyer was consulted in relation to a business complication and charged the unfortunate individual \$10 for twenty minute's time; \$30 per hour; \$300 per day; nearly \$5,000 per month. Worse and more of it!

The traveler turned from the city towards the country. He bought some land, paid \$40 per acre for it. What! \$40 per acre for land that cost the original purchaser but \$6? Yes! \$40 per acre and it was worth it. He bought a pair of horses for \$500; good horses, but they represented to the original owner an outlay of not to exceed \$300, material and labor included. And so the story continued. For every item he purchased and placed upon that farm, and with which he produced his crops, he had paid at least 25 per cent in-

crease over the actual cost of material and labor involved.

He raised a crop. He hauled his wheat to the market and the climax of his difficulties arose when he found that even the grain man demanded a profit for handling his grain. Outrageous as it may appear, this heartless individual stood firm, demanding 3 per cent to 5 per cent profit for placing his grain in the best markets of the world, freight considered.

It is true the profit he paid the grain dealer was smaller than he had paid to any other party with whom he had had dealings up to this time; nevertheless it was a most humiliating thought that this frequently considered useless individual (the grain dealer) should demand of him any profit whatever.

The creation of a warehouse or elevator, which served at the same time as a granary for the farmer and as a depot for the railroad company, of course cost money, but probably did not cost much, as the grain man by some means or other, probably got the material and the labor that entered into the construction for practically nothing.

If the grain man paid out anything for insurance, he was probably foolish for doing so, for the chances were that the building never would burn.

The grain man probably paid taxes; and he ought to pay taxes. He ought to be "soaked" to the limit, for he had been "living off" the community.

If he kept in touch with the best markets in the world by wire or telephone, he did no more than what could reasonably be expected of him, in fact that is what he was there for.

Certainly it was not to be expected that he should, for these various conveniences, and in consideration of his large investment and the expense under which he had been operating, charges of 1 per cent profit on the goods he handled.

With these varied experiences in mind this new member of the farming fraternity might have reflected that after all, the tribute paid to the grain man was the smallest of any to which he had been subjected, and that he probably was not so badly imposed upon as he was at first inclined to believe, had he not at this juncture visited a neighboring store where the proprietor was ably discussing the demerits of all grain men, all stock dealers, all landlords, all corporations, and concedingly handing out some inferior merchandise to the public at a profit not to exceed 150 per cent, unless in extreme cases of bargain counter purchases of bankrupt stocks, he might be able to work out 250 per cent or 500 per cent profit.

The result of this casual meeting between this farmer and the enterprising merchant was that the farmer determined to establish a merchants or farmers elevator that would at once secure justice for the farmer and establish a decidedly better trading point for the merchant.

In the eyes of these reformers the charges of the hotel keeper were possibly justified by the fact that the traveler demanded of this man a home for one night only. He might never visit that hostelry again, consequently a handsome premium should be paid for the accommodation.

The ride to the station might never be taken again by this same individual and a heavy travel surcharge existed that the proprietor of this line of transportation might witness many dull days, hence an apparently exorbitant rate of transportation was rendered reasonable.

The purchases at the country store were very small and insignificant in amount compared with the total amount of stock to be carried by the merchant. Heavy expenses were necessarily encountered by the merchant in the conduct of his business. He was therefore entitled to a reasonable profit.

The apparently outrageous charges of the professional men, the doctor and the lawyer, might be justified upon the grounds that skill was employed and that the clientele of such professional men was more or less variable and uncertain.

The farmer who parted with his land at \$40 per acre, and for which he had paid but \$6, was certainly entitled to the advance in his land. This on general principles. The apparently abnormal profit on the team of horses was also justified on the

grounds that they were worth whatever they would command in the open market, but to admit for a moment that the grain man was entitled to an approximate percentage of such a profit on his goods, as other merchants realize upon theirs, was too absurd, ridiculous and childish for even passing consideration by such agitators as we have referred to, and at this juncture I wish to pay my respects to local merchant agitators.

**The Live Merchant.**—In the first place I wish to exempt from my remarks the live up-to-date, energetic merchant who believes in the policy of "live and let live" who buys in the cheapest market, who buys a grade of goods suited to his trade and who demands for such service as his part, a fair remuneration.

In striking contrast stands the penurious, grumbling, growling kicker, without life, energy or ambition enough to clean up his own store; without foresight enough to buy goods in the cheapest market; without energy enough to look after his credits and without brains enough to make himself useful in the community; he witnesses his diminishing trade and naturally concludes that the fault lies with some one other than himself. Something must be done to remedy the wrong and he begins an agitation for a better grain market. The thought that he could improve his own trade by his own energy and reasonable attention to his own business has never entered his biased mind.

While he, himself, stands in the front rank of middlemen, and would immediately resent any imputation of his uselessness, he is the howling, unremitting advocate of direct exchange between the producer and the consumer of farm products.

Five years ago in my first appearance at a Grain Dealers Convention, I made use of the following words:

"The direct exchange between producer and consumer does not necessarily mean a profitable transaction for either. It means instead a narrow and unstable market."

"The grain dealer—and I speak now of the live, wide-awake, up-to-date merchant, is as essential in his capacity in securing favorable outlets for his produce as the manufacturer in his capacity of producing the implements with which the crops are tilled."

The five subsequent and active years have failed to change this opinion, and if the existence of the up-to-date, energetic, hustling grain dealer is now justified, this country might as well return to the original state of barter, when pigs were exchanged for wash tubs and farmers hauled their corn to town and "Took it out in trade."

Many a man now before me can recall the times when he and his neighbors exchanged a portion of their crops, at least, for second-hand junk, in many instances absolutely out of date, unbecoming, ridiculous and often times useless.

**Ostracize Grain Man.**—If we are to repudiate and ostracize the modern grain man, let us be consistent and turn back the hands on the dial of time and take upon the period of the virgin soil, log cabins, pine shanties, forded streams, clinch bugs and grasshoppers, wooden wheel carts breaking back protests as they pulled laboriously to and from Hudson Bay regions, grain cradles and horse killing side rakes, razor backed logs, poorly tilled fields of scrawny ten cent corn exchanged for five cents worth of sickly brown sugar, coarse singham or blue denim.

Let us not only turn back the hands on the dial of time, but let us be absolute, unrelenting reactionists and command the hands to stand in the days of these good old days when corporations were unknown, when medical science countenanced the survival of only the most hardy; when railroads, by reason of inferior development and equipment were feeble competitors of the mule team, when monopolies were a myth, and education a dream seldom to be realized.

Yes, these were "the good old days" when grain men were unknown and the marketing of crops was conducted upon first principles of "Swapping" them off for any old thing a country store keeper might in his wanderings have had foisted upon him. Middlemen were few; money seldom seen, except as a curiosity.

These are not fanciful pictures; they are reminiscences from real life. The young man of to-day in one season sees more real money, earns more real money and buys more suitable and appropriate merchandise with that real money than your speaker saw or earned in three years in pioneer days in the state of Iowa, although he worked as hard or harder than any young man has met in the last ten years.

I hear my critics say, what egotism, what

presumption to assume that like St. Patrick in the snake episode, the grain man has banished the chinch bug, and has by his marvelous achievements wrought such wonderful transitions.

My contention is that the grain man is but one factor in the great evolution, but a great factor, who by furnishing attractive and continuous markets has stimulated good, prosperous and progressive agriculture.

The modern method of handling grain is the natural development along the line of progress in all industrial lines. In pioneer days of barter and exchange, the country store keeper with one small room, a corn crib and a pair of scales, undertook to supply the farmer with all he wished to purchase, and to purchase all the farmer wished to sell. Money, as a medium of exchange, was seldom employed. The volume of business was very meager. Some times the merchant prospered; more often he failed. His knowledge of markets was extremely limited; his ability to handle grain to the best advantage more limited. That he should often fail in business is not surprising, but nevertheless his failure called down upon his head many imprecations and maledictions from the community at large, whose final summing up of the case was to the effect that he (the merchant) was a fool.

In striking contrast stands the grain merchant of to-day who buys grain for what it is worth, not what he or some one else hopes it may be worth. He invests a large amount of money in elevators and equipment; he pays cash for his grain. As a result of heavy expenses he is constantly informed as to the conditions of the various markets of the world, and as a result pays the best price obtainable in the best markets of the world, freight considered.

The antiquated notion that grain business consists of dumping grain into a car and consigning it somewhere to be sold upon arrival has bankrupted more grain men than any other one thing, barring speculation.

The intelligent handling of grain involves discreet and discriminating purchases at proper grades and equally discreet and wise disposition in favorable markets.

The day was when all western and northwestern grain was loaded into cars indiscriminately and headed for Chicago or Milwaukee. Even in those days of limited crops, congestion and terrifying losses occurred, and such a course if followed today, would mean ruin for the Northwest and Mississippi Valley.

The grain commission man, the much ridiculed middleman, is as essential to-day in the proper disposition of crops as is the wholesale dry goods men and grocery men of the cities of Des Moines, Minneapolis and Chicago in the proper distribution of merchandise. The direct shipment of grain by farmers to Liverpool is as impracticable and unprofitable as would be the purchase by a farmer's daughter of Irish lace from the weaver in Ireland or by the farmer's wife of coffee from the grower in South America.

The Minneapolis miller is called upon to furnish Stockholm with 100,000 barrels of flour. He can no more rely upon his direct purchase from the farmer for the manufacture of that flour than can the United States Steel Company rely upon the individual farmers making direct purchases of its entire output of wire and nails.

The miller immediately calls to his aid the commission man, one representing the country shippers; another representing elevator interests; a third representing the shippers of winter wheat; another representing the shippers of Pacific coast wheat, and from these various parties secures his supply and closes his trade with the foreign dealer.

Not a useless individual has appeared in this transaction; not a man who has not earned his money, in fact earned more than he gets out of it.

Three strong factors enter into the permanent prosperity of an agricultural community:

First—Maximum production.

Second—Favorable disposition of products.

Third—Reasonable transportation of such products.

We have already dwelt upon the last two issues, demonstrating clearly the important part that the grain man plays in the wise and economic distribution of these commodities throughout the markets of the world and his unquestionably valuable efforts along the line of reduced transportation.

Treating the subjects in reverse order, the first element that enters into the general prosperity is yet to be considered, viz., maximum production.

There is no class of men so closely allied with the producers of grain as the grain merchants, nor is there a class of merchants on the face of the earth that take more interest in or aid more in the development of the agricultural resources of this country than these grain merchants.

What class of professional men, what class of mercantile men, what class of industrial men, what class of financial men, as a class, stop to give more than passing consideration to the underlying principle of increased production of farm products? It is the grain men as a class that have thus far interested themselves in a very commendable manner in this very important question.

I believe your Ass'n can rightfully lay claim to being the pioneer in this commendable work. Associating yourselves with a band of expert agriculturists, who have the honor to stand at the head of their profession, and who are the directing forces in the greatest institution of its kind in the world, who have won for the State Agricultural College at Ames a well deserved reputation for thoroughness, efficiency and progressiveness, you have created an interest in crop improvement throughout the state of Iowa that to my mind has no equal anywhere in our land. The grain men as a class in other states are following the lines you have indicated, and I am pleased to say, with gratifying results.

As a law abiding element I feel that the grain men strike a pretty good average. In these days of calamity, howling agitation and sensationalism the grain men come in for their share of imprecation and anathemas, and I must admit too often the grain man is inclined to show the "White feather," assume an injured air and take refuge in what he considers discreet silence.

Personally I believe it the duty of every ass'n to be organized upon rational lines, lawful lines and stand up for its colors.

If your Ass'n to-day is organized along lawful and common sense lines (and I believe it is) there is absolutely no excuse why you should run to cover the first time some demagogue lashes himself into a fury and begins to howl. For my part the Supreme Court of the United States will have to conclude that I am not doing a legitimate, lawful and respectable business before I strike my colors and hunt for "Tall timber."

Over zealous individuals may pervert the legitimate purposes of Boards of Trade or Grain Dealers Ass'ns, individual members of these organizations may indulge in practices unbusinesslike and unbecoming. These are only incidents and susceptible to correction and should in no sense nullify the great work that these organizations are doing in creating the best of grain markets, where corrupt practices and uncommercial conduct are penalized by suspension and expulsion.

No business or organization is perfect, but strenuous, conscientious effort along sane and lawful lines will at last approach perfection, justifying the methods and existence, and forcing all honest, fair-minded men to recognize our importance as one of the leading economic factors of this great commercial age.

Secy. Wells read the treasurer's report showing a cash balance on hand Apr. 1, '06, of \$2,139.56. There were no delinquent dues. The report was adopted.

Secy. Wells read the secretary's report from which we take the following:

## Secretary's Report.

This is the Sixth Anniversary of this Association, and this my sixth annual report as Secretary.

The grain crop of last year was bountiful in quantity, but doubtful in quality, especially so far as corn was concerned, and like most farmers and the public that depend in store for the grain dealer.

I think it is a fact that nearly every year some unfavorable condition arises over which man has no control, that prevents the accomplishment of the most desirable results, and thus it is necessary for the welfare of the farmer and the public that competent and experienced men be engaged in the grain trade all along the line from the country dealer to the final distributor and consumer.

The grain dealer who finds the best markets and knows how to avoid losses in his business is certain to perform the best service for his patrons.

The grain business is not of that character, as some farmers seem to suppose, that will succeed with indifferent management, but the grain dealer must have a knowledge of comparative market values and the

general terminal conditions prevailing in these markets as well, in order to avoid losses and succeed in getting profits.

In this report I shall attempt to outline certain existing conditions relating to the grain trade as well as to give a report of the work done by the Ass'n, in order that you may discuss certain questions and possibly take some action regarding them.

During the past two or three years public sentiment has become somewhat suspicious of the existence of trade organizations, with the idea that they exist for the purpose of restraining competition and controlling prices, and the fact that such organizations are necessary under present conditions and that they perform a work tending to the general welfare does not receive a reasonable consideration by the public.

The scope of the work of this Ass'n has been widened during the past few years to such an extent that your Secretary has absolutely reached the limit of his time and energy.

The general work of the Ass'n as it appears to the average member or grain dealer does not always make for the showing that might be expected, and even important results are often of an intangible character, and I believe are not always fully appreciated by the grain trade.

As an ass'n we are doing everything possible that is consistent under the law to secure benefits and protection for our members, and the sub-divisions of this report I trust will convey something of an idea of this work.

MEMBERSHIP is necessary to the proper maintenance of an organization, in order that it may have both revenue and prestige, and the first care that confronts a Secretary is to secure and maintain a membership.

This ass'n is rather fortunate in having a comfortable and loyal membership, although the troubles in Nebraska last year resulted in the withdrawal of membership by several Nebraska Line Companies who are doing business in this state, that has reduced the membership somewhat.

Our membership now includes 352 individual firms operating 705 houses, showing a loss as compared with a year ago of 37 individual firms and 181 houses, ten of these having sold out.

We close the year as usual with no delinquent dues, which is our record for the past five years, and with a cash balance on hand of \$2,139.56, as shown by the Treasurer's Report.

ACQUAINTANCE AND FRIENDSHIP always tend to prevent ruinous competition, and while as an Ass'n we can not legally indulge in price agreements, we can promote acquaintance and friendship, and this ass'n does a large work along these lines. During the year I have held sixty-two local meetings of grain dealers.

THE MAINTENANCE OF TRADE RIGHTS is important to grain dealers in a general way. The investment of money in elevator property with its hazardous chances, keeping an open market for the convenience of the farmer and finding the best possible markets for the grain, entitle the grain dealer to some rights that should be recognized by the public, and the only way to secure such recognition is by organization.

This Ass'n maintains a prestige that benefits every grain dealer in this state, whether he is a member or not. We have always maintained the position that a dealer to be entitled to recognition by the trade should operate proper facilities for handling grain and keep an open and reputable market, and this position is respected by the better class of dealers, generally in the trade.

We also stand for the competitive principle of doing business and are opposed to the penalty clause co-operative schemes.

INSPECTING AND REPAIRING OF SCALES. During the past year our scale expert, Mr. E. J. Nolan, has inspected and repaired 808 scales, for which we have made a charge for inspection of \$3.00 per scale, also 75c per hour for extra time spent in making repairs.

The total earnings were \$2,795.23, deducting expense \$1,723.10, and salary \$316.00, leaves us a surplus of \$259.13 on hand. The actual cost of the inspections thus being \$2.68 per scale.

This work involves considerable time and responsibility. It is necessary first to canvass each group of stations as separately as possible and to secure as many applications in advance as possible, and some times this requires two or more lists of letters. If grain dealers would be prompt in making replies it would assist very much.

Scales should be examined by an expert



at least once each year and tested with not less than 1,000 pounds of test weights. One 50 pound weight is not sufficient to test a wagon scale and it is surprising how many dealers there are who seem to think that it is.

We keep a copy of each inspection report on file and we find that many scales do not have a substantial foundation of stone or concrete that is necessary to give a permanent accurate weighing condition. This fact often gives us trouble and discredit, for the reason that scales with weak foundations get out of level and the consequence is that the scale is out of seal and this may occur very quickly after the expert has made his inspection and adjustments. We find considerable carelessness on the part of scale operators in neglecting to find and remove temporary causes for imperfect operation of scales.

I wish to recommend the steel frame for wagon scales that are located exposed to the weather.

We find most difficulty to do satisfactory work with hopper shipping scales as they are ordinarily constructed in country elevators, as very often the hoppers are crowded or the general construction in some way prevents a thorough examination and test.

Foundations often rest on the cribbing or frame of the building, which may settle one way or another as the building is loaded.

**ARBITRATION.** During the past year there have been quite a number of cases offered for arbitration, all were adjusted without being referred to the arbitration committee but three, two of which have been acted upon and the other case is now being prepared for arbitration.

The only question of general importance involved in these cases was the right of the track buyer to sell and dispose of grain shipped on contract that was refused because of having missed grade, without consent of the shipper.

The arbitration committee have held in a broad sense, that the buyer should notify the shipper of such refusal, but when this is not done that the shipper can only recover damages for the actual value of the grain.

It would save considerable controversy if terminal track buyers would advise shippers of refusal to accept shipments on contract, and shippers should have a general understanding with track buyers to that effect.

**CROP REPORTS** will receive special attention this season and we will use the map, dividing the state into districts as units and will endeavor to give information covering somewhat different lines than the state and government reports.

**STOCK REPORTS** as we now publish them monthly are interesting as a means of comparison of the stocks on hand for the same month for each year 1902-1905, and also showing the stocks on hand each month of the crop year, thus showing the tendency of the dealers to ship out or store the grain. The compiled reports are mailed out to those who give reports on their stocks, and are not given out for general publication.

**DISSEMINATION OF INFORMATION** pertinent to the grain trade requires considerable time and attention in conducting the correspondence and investigations necessary to make such work reliable and valuable, and it requires persistent and close attention on the part of your secretary to keep informed of the changing conditions.

We have a list of about two hundred terminal dealers whom we keep advised regarding changes in local firms, and to whom we give reports on crop conditions and any other information that may be useful to them.

We send out two general letters regularly each month to our members, one letter about the first of each month, followed by another about ten days later.

In the first letter we enclose inquiry blanks for stock reports also enclosing other circular letters regarding subjects that we think may be of value to our members.

In the second letter we enclose the compiled reports as received in reply to the first letter and also any other circular letters that we think may be of interest. The work connected with this feature alone requires about one week of time in each month, and I am doing everything possible to make this feature valuable to the members and the trade generally.

**ENCOURAGEMENT OF THE IMPROVEMENT OF GRAIN CROPS** has had much attention from this ass'n and we have given a large amount of time and contributed some money to this work co-operating with the Iowa State Agricultural College.

Until this year, the Legislature of this state has made no provision to enable the College to meet properly the demands made upon it for instruction extending work, such as instruction in corn and stock judging at county fairs, farmers' institutes, and agricultural clubs for conducting short courses at various places in the state, for lectures and demonstrations on corn growing, stock raising, dairying, etc., on special trains, for instruction regarding the adequate drainage of wet and unproductive soils of the state, and no provision made to meet the demands for agricultural instruction in the public schools and teachers' institutes.

The funds that were provided for the Agricultural Experiment station were wholly inadequate to provide for needful investigations and experiments along lines of improvement of corn, small grains, forage, crops, etc.

In accordance with the resolution adopted at last annual convention, we have used our influence to secure legislative appropriations for college extension work along these lines, in order that the farmer on the farm may receive direct benefits from our Agricultural College, which is one of the greatest institutions of its kind in the country.

While the Legislature did not grant the amount asked for, the appropriation of \$15,000 granted will give the College Extension Work a start that I am sure will demonstrate the practical necessity for such work.

**SEED CORN SPECIAL TRAINS** have been operated by nearly every railroad in the agricultural belt of the continent. It is not generally well known, however, that the idea of a seed corn special train originated in the mind of an Iowa Railroad Division Superintendent, Mr. W. H. Given, of the C., R. I. & P. Ry., and an Iowa Grain Dealer, Mr. M. McFarlin, of the Des Moines Elevator Co., the Iowa Grain Dealers Ass'n promoted the first seed corn special train propaganda in co-operation with the Iowa State Agricultural College, Prof. P. G. Holden, and his able assistants, J. W. Jones, M. L. Wilson, M. L. Bowman, and M. L. Mosher. Your Secretary making all arrangements with railroad companies regarding service, equipment, schedules, etc., and personally having the management of the work in a general way, accompanying all the trains and also making local arrangements for advertising and securing attendance at the lectures on the trains, besides arranging for special programs in opera houses.

These seed corn special trains have now covered nearly all the railroads in this state, having traveled upwards of 10,000 miles, made 700 station stops, giving upwards of 200 lectures, having a total attendance of about 135,000 farmers.

The Railroad Companies that have participated in this work in Iowa are C. & N. W., C. M. & St. P., C. R. I. & P. C., B. & Q., Ill. Central, C. G. W., and Des Moines, Iowa Falls & Northern, each of which have provided entirely at their own expense the equipment usually consisting of three audience coaches, a sleeper and dining car together with meal service.

This ass'n last year contributed \$200 to the Iowa State Agricultural College to make up deficiency of Prof. Holden's salary, and also paid incidental expenses incurred by his assistants on seed corn special trains, amounting to \$51.70, as provided by resolution at our last annual meeting. A careful analysis of the work of this Ass'n will demonstrate that we have employed our best efforts to benefit our members directly and the grain trade in general with more or less success along the different lines as follows: Acquaintance and friendship. Maintenance of trade rights. Improvement of local and terminal conditions. Correction of abuses in transportation. Arbitration of differences between buyers and sellers. Inspecting and repairing of scales. Publishing crop and stock reports. Dissemination of pertinent information. Encouragement of the improvement of grain crops.

We believe that these purposes are not only legitimate, but of benefit to the public. Bad methods and abuses necessitate wide margins of profit, while uniform methods and the absence of abuse make narrow margins possible and profitable.

The following resolutions, drafted by Secy. Wells, were read by him and adopted separately:

### Resolutions Adopted.

#### DOCKING RECEIPTS.

**WHEREAS**, The practice of charging dockage of a certain number of pounds per car of grain is yet in force in some of the

terminal markets, although it has been discontinued in others, and

**WHEREAS**, In our opinion such practice is not founded on any reasonable business principle, that the shipper is entitled to receive payment for all of the grain contained in the car on arrival, therefore,

Resolved, That we commend the action of those in control of the markets where the deduction dockage is not made, as St. Louis, Mo., Omaha, Peoria, Memphis and Milwaukee,

Resolved, That we insist that as a matter of right the charge for dockage should be eliminated in all markets, and we urge that it be so done.

Resolved, That as between two terminal markets, the taking of dockage in any amount at one and not at the other is a point in favor of making shipments to the market at which no amount for dockage is taken.

#### CAR SEALS.

Resolved, That we commend the use of car seals having consecutive numbers for the reason that the railroads using them have found their use to be more satisfactory than the seals with duplicate numbers, both to themselves and their patrons. That we respectfully request the railroad companies in Iowa now using car seals with duplicate numbers to change to a system of seals with consecutive numbering.

#### PROTEST AGAINST 1/4% NATURAL SHRINKAGE.

Whereas, Railroad companies have indicated that in the settlement of claims for shortage, an allowance of one-half of one per cent should be made to cover natural shrinkage, and

Whereas, The actual shrinkage in transit in cars which move in good condition has been shown by a careful record of large numbers of cars to be less than one-fourth of one per cent, therefore

Resolved, That the claims for such allowance is unwarranted and not justifiable, and we protest against such amount being deducted in the settlement of any claim under the plea of natural shrinkage. That if any natural shrinkage is a reasonable charge, it should not in any case exceed one-fourth of one per cent.

#### DELAYS IN TRANSIT AND AT TERMINALS.

Whereas, The delay of shipments of grain in transit is a matter of serious loss to the shippers of Iowa because of the damage done, in many cases to the grain while en route, the delay being entirely accountable for in missing grade, and

Whereas, It has been ascertained that at some terminals cars of grain have been allowed to stand on track without inspection for a considerable time and until after being placed at the elevator for unloading, and

Whereas, The consignor is entitled to have the grain inspected immediately on arrival and to a settlement on the basis of grade which the grain is found to be by prompt inspection, and should not be subjected to any danger of loss in deterioration because of delay in inspection, therefore

Resolved, That we demand the immediate inspection of all grain on arrival, that in any case where it is not so inspected and damage resulting from such delay shall be regarded as chargeable to the consignee, whenever the delay is within his control.

Resolved, That the members of this association are hereby requested to report to the Secretary each and every case of delay at terminal markets together with the cause of delay if known, that the Secretary may ascertain the circumstances surrounding the case as far as possible.

Resolved, That in all cases coming to the notice of the Secretary of delay at a terminal market, it shall be his duty to obtain all possible information relating to the case, and if he finds that any material delay occurred after arrival and before inspection, and that such delay was caused or allowed by the consignee, it shall then be the duty of the Secretary to report such facts to all the members of the Association, in order to enable them to avoid making shipments to parties occasioning such delay and consequent possible damage and resultant loss.

#### RESEALING CARS AT TERMINALS.

Whereas, A large per cent of the cars of grain received at terminal markets arrive at the elevators unsealed, it being evident that such cars were not re-sealed after being opened for the purpose of inspection, and

Whereas, Cars of grain standing unsealed in any terminal market afford an opportunity for stealage which, with proper care might be avoided, therefore

Resolved, That all parties responsible for the resealing of cars of grain in terminal

markets are hereby requested to take into account the importance of having that work carefully done, and all cars resealed after inspection, to the end that the interests of the shippers may be protected in that regard so far as is possible.

## WILL HOLD CARRIERS LIABLE FOR DAMAGES DUE TO DELAYS.

Whereas, Losses have been and are being sustained by shippers of grain, in some cases amounting to large sums, because of delay in transit, which delay in very many instances was unnecessary and could have been avoided, the loss occasioned by such delay being in consequence of deterioration in quality, change in market values, or limitation of contract, and

Whereas, It is very important to the shipper that such delay be prevented whenever possible in order to avoid the attending loss, and it is or should be of some importance to the carrier that all unnecessary

time, and also tend to induce business to the railroad, the understanding of which seems to be evidenced by the fact that one of the first matters considered by the railroad company when the construction of the road is begun, is to provide for the erection of elevator facilities along its line, and

Whereas, It cannot be questioned that the railroad company is benefited by the erection and operation of grain elevators along its line of road, therefore

Resolved, That it is unfair and unjust to the owner or operator of such grain elevator to be compelled to pay an amount of rental for his elevator site that will be an interest paying investment on the ground so used, and further

Resolved, That the grain dealers of the state insist that only a nominal rental should be charged by any railroad for the use of elevator sites, and urge upon the officials of the several railroads operating in Iowa that this matter be given considera-

makes, especially when such circumstances reduce the value of his property.

Resolved, That in equity and justice the transportation company should make a record of the repair of any car en route which report should show that repairs are made and at which station the repairing is done.

Resolved, That the officers of this association are hereby directed to make the best possible effort to bring about a compliance with these resolutions.

Resolved, That we hereby present this matter to all other grain dealers Ass'ns and respectfully request them to co-operate in an endeavor to obtain a report on every car repaired en route.

## SUPERVISION OF WEIGHTS AT TERMINALS.

Resolved, That while we are not disposed at this time to raise any question regarding state supervision of the inspection of grain in terminal markets, we are emphatically



Faithful Workers Who Remained to the End.

delay be minimized to the lowest possible extent in order to avoid liability for losses and the vexations of consideration of numerous claims, and

Whereas, We believe that if this matter is presented to the transportation companies, benefit may result to both shippers and carriers, and

Whereas, A common cause of serious delay is the practice of accumulating a long string of cars on a side track and then taking out first those which were set in last, possibly repeating the operation several times before clearing the side track of those first set in, therefore

Resolved, That we urge upon all transportation companies operating in Iowa the necessity and advisability of discontinuing the practice of allowing cars of grain to so remain on any side track, that such cars will be taken to market substantially in the order they are received, and

Resolved, That grain is so liable to be damaged in quality by delay that especially at certain seasons of the year it may reasonably be classed as perishable, and should be moved with all possible dispatch, that we expect to hold the railroad company responsible so far as possible for any damage resulting from unreasonable delay.

## PROTEST AGAINST LARGE RENTALS FOR ELEVATOR SITES.

Whereas, The erection and operation of a grain elevator on any line of railroad injures to the benefit of such railroad, in providing a warehouse where grain may be taken in and accumulated in quantity so that cars may be loaded for shipment without loss of

tion, to the end that any road having adopted the policy of large rental may revise that policy, and that such roads as have not adopted such policy will not do so, and also that any conditions in the form of lease which are prejudicial to the rights of the elevator owner may be eliminated.

## LEAKING CARS REPAIRED EN ROUTE.

Whereas, It is a well recognized fact that shortages in the out-turn weights of grain shipped is the cause of considerable loss and one of, if not the most annoying things in connection with the grain business, more annoying because of the difficulty in locating the cause of the shortage, and

Whereas, We find by experience that one of the principal causes of shortage and perhaps the most difficult one to locate is leakage en route. We also find that such leakages in a large percentage of cases are obscured and covered up by the fault being repaired at an intermediate station, such repairs being done, after more or less grain has leaked out, and done in such way as to cause the car to appear in perfect order on arrival, and

Whereas, A car having so leaked and been so repaired and appearing to be in good order on arrival, presents the anomaly to the consignor of being short in weight without any apparent cause. He knows that some of the grain is gone, but where it went is a perplexing question, therefore

Resolved, That as a matter of right the shipper is entitled to know the circumstances connected with any shipment he

in favor of Board of Trade or Merchants Exchange supervision of weights in all the terminal markets with which we have business relations, for the reason that we have found such supervision to be so much more satisfactory to the shipper than when the supervising was done under state authority. We commend those markets having Board of Trade or Merchants Exchange supervision of weights and urge the adoption of such supervision in those markets now under state supervision. We ask the receivers of grain in such markets to make the most earnest effort possible to cause the abolishment of state supervision of weights.

This concluded the first afternoon's session and the dealers were reminded, before adjournment, of the banquet to be held in the evening.

## The Banquet.

At 6:30 about 200 dealers and guests assembled at Gibson Hall to partake of the banquet. Four large tables had been prepared, one at the end of the hall being reserved for the officers and speakers. An orchestra furnished appropriate music for the occasion, and after the dishes were cleared away Pres. King of the Ass'n acted as toastmaster.

Prof. A. B. Storms of the State College responded to the toast: The Iowa State College of Agriculture.



C. F. Curtiss, Dean & Director of the College and Prof. of the Agronomy Department commended the Association for the work it has done in educating the growers to the improvement of the crops.

Prof. P. G. Holden was introduced by Mr. King and was greeted with much applause. He said in part:

The Iowa Ass'n has done more than any other organization in working up the extension department of the State College. It was the Iowa Grain Dealers Ass'n that was responsible for the seed corn special trains. It was this ass'n that started it. This idea was hardly started here until it was introduced all over the U. S. Following that was the establishment of experiment stations, and it was this ass'n that came along and commended that work, and there have now been established some 12 different stations. One thing this ass'n ought to stand for is the Short Course, which gives an opportunity for those who can not devote more time to it to learn something about the scientific selection of corn for seed. This department has been in operation for two years and with very good results. It is important that those who are to till the soil shall be educated in the proper methods of seed selection and scientific methods of agriculture. It used to be that the man who had had the most schooling was considered the best educated, but that man is best educated who is best fitted for the duties of life. Another thing the Iowa Ass'n should stand for is the teaching of agriculture in the public schools.

Asa Turner, Pres. of the Iowa Corn Growers' Ass'n responded to the toast "Why He Has Not Left the Farm for City Life."

Mr. Turner was followed by J. W. Jones, Secy. of the Corn Growers Ass'n.

Secy. Jamme of the Minneapolis Chamber of Commerce read a paper from which we take the following:

### Minneapolis Weights and Inspection.

After nearly thirty years of active and continuous development Minneapolis to-day occupies a position amongst the grain markets of the world which we may regard with pardonable pride, and we take great satisfaction on this occasion in telling you something of the factors in the marketing of grain which have required years of experience and much earnest effort to build up. We are especially glad to have the opportunity of discussing these questions with an audience such as we find here to-day. You, as country shippers, certainly have the right to know, and should know, how your grain is handled at the terminal markets; that the weights and grades returned are correctly determined; that your property is amply protected while in our care, and that your goods are sold under such regulations and conditions as safeguard your financial interests, and insure a square deal and honest returns.

**Weights**—The weighing of grain at Minneapolis is conducted under supervision of the state of Minnesota. During the twenty years this plan has been in effect we have been fortunate in having this important department controlled by very competent officials. The Chamber has been actively co-operating in bringing the service to the highest standard of efficiency, and our efforts in this direction have been amply rewarded by the splendid reputation established throughout the country by Minneapolis weights, and the confidence with which they are universally regarded. Perhaps it is sufficient to say that Minneapolis weights are accepted by nearly all buyers trading on our market, and by the sellers on many other large exchanges. At most elevators, and at all mills, there are two deputy state weighmasters. At places where there are but one scales, the deputy is stationed at the pit and one at the scales. The deputy below takes the complete seal record on cars unloaded and makes an examination for leakage, dirty floors or other defects. A record of such defects is made on a special daily report to the chief weighmaster and a copy sent to the secretary of the Chamber of Commerce. The latter compiles these reports into a monthly statement showing the nature of the defects of the cars received via each line, a copy being sent to the various railway companies to assist them in correcting the difficulty as far as possible. Where serious defects are noted the superintendent or agent is immediately notified,

also the first receiver, so he may in turn notify the country shipper. We notice on these reports many cases of leaky, defective grain doors and dirty car floors. The deputy weighmaster makes out at the close of business each day a full report of the cars weighed by him, giving date, unloading place, car number, initial, contents, grade and dockage fixed by the state inspector, date of inspection, shipper's weight (where given), state weight in pounds and in bushels and scale number. A copy of this report is filed at the elevator or mill and a carbon at office of the State Weighmaster, where it is open to public inspection.

The matter of insuring accurate weights receives constant and earnest attention not only from the State Department, but from our organization as well. When deputies are first installed the State makes a thorough examination of the scales, and also of all apparatus connected with them, including spouts from the pit to the scale hopper so as to guard against suction blasts, etc. Nearly all scales are equipped with type car registers and the Neill grain flow indicator. The State regularly employs two and sometimes three scale experts who make constant and systematic tests and examinations of all elevator and mill scales. Loading weights, where given, are checked against Minneapolis weights and unnatural discrepancies investigated. The large movement of wheat from elevators to mills furnishes a daily check of Minneapolis scales which is very carefully watched, by both the State and our own people. Deputies are changed about from one place to another as far as possible, and the work of these men is under almost constant surveillance of the Chamber.

**Dockage**—On the matter of dockage we have always been very conservative. For years past the State has taken thirty pounds per car, and this is done only at elevators; at the mills full weights are always returned.

**Inspection**—Inspection is under State supervision. This work is all done now indoors at the chief deputy's office. The results have shown considerable improvement in the matter of securing uniform grades over outdoor inspection at the car; working under all conditions as to light, weather, etc. Inspection at the car is not always reliable. Inspection indoors is done under much more favorable conditions, the chief deputy can watch it more closely and put better men on the work. It causes no delay, in fact we think it is more rapid than the old way. Commencing at daybreak samples are drawn from cars and brought by wagon to the chief deputy's office. All grain received during the night and in the early forenoon is inspected, sampled and placed on sale the same day. The work of the deputy inspectors is watched closely by the chief deputy and his first and second assistant. The three together do all re-inspecting, or checking of dealers' samples in case of complaint. Where there is doubt as to whether a sample not being a fair average a fresh sample is always drawn by the State from the car.

Certificates of inspection and weight are issued by the State on application. It is a rule of our market to forward these certificates to the shipper with the account sales when rendered.

**Fees**—The present state fee for inspection and weighing is 15 cents per car for each service, making the total expense in securing weights and grades on grain unloaded at Minneapolis 30 cents per car. This charge is somewhat less than actual cost and we believe will compare very favorably with the fees collected at other markets.

**Re-inspection and Movement**—At large terminal markets necessarily there are numerous occasions for delay in securing final disposition and unloading. Our organization has labored vigorously to reduce this detention to the lowest possible minimum. It means a great deal to the country shipper. Prompt returns signify money turned over and put back into active use. Slow returns signify the tying up of capital, loss of interest and in fact, where advances are made, the actual paying out of unnecessary interest. To secure prompt movement we have made with the Minneapolis roads a demurrage agreement which provides a number of rules and restrictions which, while fair and reasonable, are designed to force prompt action on part of the shipper. A joint committee of seven, composed of operating officials and of members of the Chamber has been established to take up all questions affecting the movement of grain back to Minneapolis looking toward an improvement in the service, and also to arbitrate differences arising in the collection of demurrage charges. In ad-

dition to this we have adopted a rule under which re-inspection must be called within 48 hours from sale and the State Appeal Board require appeals to be called within 24 hours after re-inspection. This question of prompt handling has been so vigorously pressed by us and we have met with such ready response from the railway companies that we feel the average detention is down to about the minimum. In 1904 we received 141,438 cars of grain and in 1905 145,902 cars. The average detention in delivery through switching lines was less than five days, and less than three days on cars unloaded at mills or elevators located on the receiving road. There are occasionally some bad cases which neither the roads nor our people can prevent, but the general average we believe shows up very favorably with other terminal points.

**Seals**—The railway seal is broken by state deputy inspectors; this in fact is the State law. After sample is drawn or inspection made the inspector re-seals with a State seal, and takes a complete record which is filed in the Inspection Department. The Sampling Bureau's men, as a rule, immediately follow the State inspector, and after drawing their sample, re-seal with a Chamber of Commerce seal. These men are allowed to break State seals only to make a record of the seal broken and the seal replaced which record is filed with the Secretary of the Chamber of Commerce. When the car reaches the mill or elevator the deputy weigher breaks the seal and, as before stated, makes a report to the chief weighmaster. In this report is a complete seal record, is an file for all grain received and this information can be secured at any time by applying to the Secretary of the Chamber.

**Police Protection**—We have devoted a great deal of attention and some little money to this question and have been fortunate in securing active co-operation from the State Inspection and Weighing Departments. All of the railways have yard watchmen, varying in number according to the extent of their terminals. Systematic stealing of grain we believe has been made almost impossible and from our reports there appears to be practically no loss from occasional pilfering.

**Rules Protecting Shippers**—The rules of the Chamber in their general application will of necessity fully protect the shipper's interest. Any complaints which he may wish to make are thoroughly investigated by the secretary and such remedy applied as the circumstances may warrant. Furthermore the shipper has the privilege of asking for arbitration before the Standing Board of Arbitration or Appeal. Beyond this the State protects his rights by requiring all licensed commission firms to render within 24 hours after sale a statement to the consignee showing time and date of sale, price and name of purchaser. Our complete cash sales are posted in the exchange room and reported by the Minneapolis clearing papers. Any shipper can very closely check returns from his commission house if he wishes to do so. In addition to this the State Railroad and Warehouse Commission stand ready to receive complaints from shippers located in any part of the country and to grant redress under the statutory authority which they possess. The Minneapolis Chamber of Commerce regards its reputation for fair dealing with great solicitude and I feel fully authorized to state on behalf of our organization that any acts calculated to bring our commercial standing into reproach will be met by the strictest disapproval and if necessary very drastic correction.

J. L. McCaull was also invited to respond in behalf of the Minneapolis market but declared he believed the ground fully covered by Mr. Jamme. He urged more hearty support from the grain dealers throughout the state in behalf of the state Ass'n and emphasized the necessity of urging the state legislators to be more generous in their appropriations for the college and its work.

J. J. Stream of Chicago read a paper from which we take the following:

### The Chicago Market.

Three subjects on which I shall dwell, and which I think will be of interest to you are First, our Weighing Department; Second, Rules of our Exchange; Third, Chicago's facilities for handling grain.

The market that has its station of weighing brought nearest to perfection is the one that naturally will appeal to a shipper as the most desirable one to send his

grain to. You may sell your grain to the market that bids the highest price, but it is only when you get your return weights that you really know the actual price at which you sold your grain.

We believe that the Weighing Department of the Chicago Board of Trade comes as near to being perfect as the human mind can conceive. Our Department is pre-eminently the peer of all weighing bureaus of this country. The record for accuracy in weights is known the world over. Our weight certificates are taken for their face value, without question, in all the markets of the world. It is a source of pleasure and satisfaction to us to see nearly all terminal markets adopting our methods. The supervision of weights at Chicago is absolute at all elevators, transfer points, mills, malt houses, and the larger wholesale feed stores. The grain at these places must be unloaded and weighed under the supervision, and to the satisfaction, of our Weighing Department. The weighing at team track, constituting less than 2% of the entire grain received, is not weighed under our supervision, the reason for this is because of the heavy expense. However, a shipper or receiver, if he chooses, may avail himself of Board of Trade weights when grain is sent to team track, by paying the actual expense that the Weighing Department is put to in the weighing of such grain.

We have from one to four men stationed at each point of weighing—the number of men varying according to conditions and the amount of business handled. These men are changed from place to place indiscriminately.

Condition of the car upon its arrival at point of unloading is noted. A complete and systematic record is kept of all leaks and defects, as well as a record of all patches that may have been put on the car while in transit.

Our department uses a diagram or a cut of a car, showing the car's complete construction. In issuing a weight certificate, it is marked on its face if the car is leaking, and the diagram on the back of the certificate is marked showing just where the leak occurred. The Chicago Weighing Department was the originator of this idea; and that this system of noting leaks is of great value to the shipper and is a success in every way, is evidenced by the fact that nearly all terminal markets are now using these blanks or forms in describing the condition of cars on arrival.

Record of seals is kept at all unloading points. When a car of grain arrives in a Chicago inspection yard, the seals are broken by the State Grain Inspector to permit of inspection. After the grain is inspected and sampled, the car is immediately re-sealed by the company. Our department employs two expert scale men and one assistant. We have a complete scale testing outfit, consisting of 60,000 round standard test weights, sealing scales for sealing hanger and test weights, and also a complete set of fine brass standards, standardized by the United States government. All scales are tested at least twice a year, and as often as necessity demands.

A special police bureau is maintained by our department, who see to it that all yards where grain is stored are properly policed. During the year 1904, this department, directly and indirectly, caused the arrest of 133 persons, charged with stealing and buying stolen grain; seventy-one of these were convicted and paid fines aggregating over \$2,200; thirty-four were sent to the juvenile court; fourteen were held to the criminal court; fourteen were discharged. During last year, the department was instrumental in causing the arrest of eighty-eight persons for stealing grain from cars while in railroad yards; fifty-four of these were convicted, and paid fine aggregating nearly \$1,300; eleven were sent to the John Worthy School, a reformatory for juveniles; eight were paroled to juvenile officers; two were sent to jail, and thirteen were dismissed; through the constant efforts of this department the railroads have been gradually improving the condition of their yards at the present time they are in better condition than they have been at any time heretofore.

The installation of all scales is done under the supervision of the Weighing Department, and must be approved by it before being put into use. When grain is being unloaded from cars no suction blasts, cleaners, dust collectors or other devices are permitted to be used that might affect the weight of the grain while being unloaded. Every guard and precaution is used to insure the absolute and correct weight of all grain.

Dockage.—We do not authorize, but we

tolerate a dockage of 40 pounds on carloads of 50,000 pounds or less, and sixty pounds on carloads weighing more than 50,000 pounds. This is done in consideration of the extra expense that the elevator man is put to in having cars thoroughly cleaned out.

The Rules of our Exchange are little known to the country grain dealer. Up to but a short time ago, the country grain dealer in hedging his purchases in the country, was compelled to sell corn of No. 2 grade for future delivery. His purchases were generally of the No. 3 grade, and thus his hedge afforded him very little protection. We have a rule now that permits a delivery of No. 3 Corn, at a discount of five cents per bushel, on a sale for future delivery of No. 2 Corn.

Arbitration.—We have an arbitration rule and a committee before whom our members may agree to arbitrate and have settled any disputed points on any contract. The country grain dealer having any differences with any member of our Exchange, may agree with such member and have such differences arbitrated before our Arbitration Board. In this regard the country shipper has as much right as a member of our Exchange.

Must Furnish Certificates.—We also have a rule making it the duty of a member of the Board, when he buys grain or flax seed



Lee Lockwood, President.

at country points, and Chicago weights are the basis of settlement, to furnish the consignor or seller, as the case may be, with a Board of Trade or disinterested certificate of weight.

Sales Must be Bona Fide.—This question is often asked, Is it a violation of any rule of our Exchange for a member to sell to himself or firm, grain that he has received on consignment? We have a rule saying that no member of our Exchange can be both principal and agent; however, many think that this rule is a harsh one. Our Violation of Rules Committee have made a ruling recently which is to be presented to the Directors at their next meeting, for their confirmation. It says: "Grain consigned to a member of our Exchange must be handled by some independent broker on behalf of the consignee, and offered and sold on the open market by such broker; that it will be permissible for the original consignee to buy such grain in the open market, but such purchase must be absolutely bona fide, and at the prevailing prices. Such consignment shall be subjected to the usual commissions as provided by our Rules."

It often happens that a dealer, being short of stocks and having sales and needs, is forced to gather his grain quickly and is thus compelled to go into the open market and buy his grain, regardless of price. This buyer necessarily pays the highest price. To compel this buyer to sell grain consigned to him at less than what he is paying would work an injustice to the consignor and deprive him of the highest market price for his grain. Whether this ruling will be confirmed or not I am not prepared to say, but it seems as if it is the only proper course to take in the handling of consigned grain.

Insolvent Members.—Section 31. of our Rule 4, which says in part: "When any

member of this Association, knowing himself, or the firm of which he is a partner, or the corporation of which he is president or secretary to be in an insolvent condition, shall accept on his own account or on account of any firm or corporation, any money or security, or security as margins from any customer, on any trade or trades made under the rules of this Board, whereby pecuniary loss shall result to the person, depositing such margins, such member shall be suspended or expelled at the discretion of the Board of Directors." You can see, gentlemen, that this rule will not permit any member of our Board to continue in business when he or his firm are insolvent. To do so means suspension or expulsion. We have an Insolvent Committee who see to it that this rule is enforced. That our institution will not countenance any members whose commercial honor and conduct has been brought into disrepute is emphasized by Section 18, of our Rule 4, which says: "It shall be the duty of the Board of Directors, in case of any grave offense or act of dishonesty, committed by any member, involving the good name or dignity of the Ass'n, or any act of dishonesty on the part of a member shall come to their knowledge either by complaint or public report, to cause a preliminary or informal investigation to be made by a committee into the truth or falsity of said complaint or report, and if the said committee, after investigation, shall deem any member guilty of such offense, they shall so report to the Board of Directors with specific charges, whereupon the member thus implicated shall be notified to appear before the Board of Directors, and if found guilty, such member shall be suspended or expelled." These rules certainly afford a great deal of protection to the shipper.

Chicago has the largest storage capacity of any terminal market in the world. The total storage capacity in 1902 was 57,720,000 bus.; to-day it is 63,545,000 bus., an increase of 5,825,000 bus., or 14 per cent. It is the greatest railway center in the world. More railroad lines that gather the grain at its place of production, terminate at Chicago than at any other point in this country. It has the greatest mileage of distributing lines, reaching all consuming markets east and south.

Chicago received in 1905 nearly 269,000,000 bus. of grain; about 75,000,000 bus. of this grain was consumed at Chicago and the balance, about 194,000,000 bus., found its way to other consuming markets. In 1905 Chicago cleared by lake 2,686,681 tons; seventy-one per cent of this tonnage covered grain and grain products. This emphasizes the value of water transportation from this market.

Chicago is the largest consuming market in the country for off-grades of grain, and it possesses the greatest facilities for drying, clipping, cleaning, mixing and conditioning grain.

Through our Transportation Department we have been enabled to have all switching or reconsigning charges removed, so that to-day the shipper's grain may be reconsigning without any expense to him. The terminal expense in handling grain through Chicago is cheaper than at any other grain center in this country.

Chicago is the natural gateway for shipments to the East, South and Southeast, and to Europe via the Atlantic Coast. It is only thru artificial rate adjustments that grain can be diverted from the Chicago market where the distance from the producing territory to the consuming territory is the same. It is to the best interest of the shipper that all rates be properly equalized, so that he may have the advantage of all markets. The best results to the shipper depend upon open market and free competition. All rates should be equalized so that all gateways may be on a parity, then the country grain dealer with the best price that only competition can create. When there is no competition, he is not getting the price he is entitled to. Chicago because of her natural advantages shall always be the leading grain market of this country; and she asks from the railroads is that she be given a square deal.

C. H. Feltman, of Peoria, Ill., made an address on Peoria Weights, from which we take the following:

## Peoria Weights.

I have a very old subject. Thirty-five hundred years ago a message was given to men. "Just balances; just weights, and



a just him shall ye have." It is fortunate for us that these messages do not come to us now quite so direct, as I am afraid that the most of us in order to be on the safe side would give our customers the full length of the scale beam, and take "to the woods." (Laughter.)

Ever since this time men have been saying to men, "Give me just weights." The farmer asks for just weights of the dealer; the dealer of the commission man, and the commission man of the public elevator, and he asks for a just transportation and protection of the railroad company.

**Transportation of Grain—**Cars have of late been put to severer uses and tests, but the building of cars has not kept pace with this increased usage to which they are being subjected.

**Using Up Cars—**Ten years ago there was very little coal loaded by machines. There was not so much ice being shipped, and now most lumber is shipped in a dressed state. These three things are what is using up cars, and making it necessary to spend often two or three hours to cooper a car before you consider it safe to load anything in it, and then you are often mistaken. I am going to ask your co-operation to get the railroads to do what they should do; that is, to furnish transportation for grain. When they furnish cars with holes in the bottom large enough to throw dogs through, and hardly any ends in them, they do not furnish transportation. I want to throw out one suggestion as to how I think a car should be made. I think the ends of all cars should be lined with steel plate. I think it requires steel plate to withstand some coal loaders. They might as well put paper in a car, and expect it to withstand coal loaders as to line it with three-quarter inch pine.

**Stealage—**The next difficulty encountered in handling grain is the matter of stealage in terminal markets. This is a proposition the magnitude of which few appreciate, as men will steal grain by every means which human ingenuity and wickedness can devise.

I want to admit that prior to 1904 things in our market were not as they should have been. A great many abuses had crept into it, but our market was not the exception. We made up our minds to correct these abuses, and were getting to work, when a committee dropped in on us, composed of your secretary, Mr. Wells, Mr. Stubbens and Mr. Beyers of the Illinois Ass'n. This committee worked earnestly and strenuously for your interests, and I want to say to the committee that while I think they left Peoria somewhat discouraged, their efforts bore fruit and have been bearing fruit ever since.

**Thieves—**The first thing we took up in that campaign was to rid our yards of thieves. At that time the chief of police told me that we had about two hundred confirmed juvenile criminals in our city. We placed in the hands of our detective the names of about eighty juveniles who were out under suspended sentences. We went to work, and in connection with the states attorney and about three months' time, we "cleared our yards" by arrest, by imprisonment, and with bullets, and they are practically cleared to-day. We not alone cleared our yards of thieves, but we eliminated the practice of sweeping cars altogether. Besides the advantage gained to Peoria as a grain market by this "clearing of the yards of thieves", we believe we performed a moral duty. Our neglect to get rid of these thieves, and stop the stealing would simply lead to young boys becoming confirmed burglars in the end, and it would simply lead to more criminals, breed crime, and we would be morally guilty of letting them go on without putting a stop to it.

Out of this campaign has come a juvenile court, and we have a judge who is peculiarly fitted for that position. We have sworn weigh masters at every industry and every elevator in the city. The cars at our industries and elevators are inspected by the city sealer twice every year. Besides that the scales at our industries are inspected at least once a month, and at many of our industries they have a hopper scale as well as a track scale, simply as a check upon the track scale. All our grain going to the industries is paid for on the basis of track scale weights. At the elevators the scales are inspected by experts at least once every six months besides by the city sealer, and as often as the committee on weights may ask them to do it. Besides that the scales are compared with one another. We have employed detectives and paid for them, and have done all this without one cent of cost to the grain shippers.

**Need the Fees—**It would probably look at first glance that we have done all we could, but we have not, and we have not stopped there, and some may think that we should have done more sooner; but our market is different from any other market, in having more varied interests, which had to be reconciled. Our weigh masters, while they are sworn in to do their duty, are not paid by the Board of Trade, and the elevators have been collecting the fees for weighing. We needed these fees to do more, and this is the first obstacle we encountered, as these fees were a source of revenue to the elevators.

You gentlemen have been selling to the Glucose Company, and it has been buying the grain on its own inspection and weights. By selling it you save 35 cents for inspection, and for us to put in a system of weights, and charge a fee for weighing grain would simply add another 25 cent charge, which the shipper would save in selling to the Glucose Works. Many of our members thought that was too large a difference against us.

It does not look fair to have 80% of the shipments coming into a market, paying the costs of protecting the other 20%, and that is certainly not fair. I do, because we cannot police our yards without giving the same protection to the grain sent to the Glucose Works. We have to police all the yards, or none. I wish you would think over this proposition.

**Amended Rules—**I am pleased to say to you that we have finally reconciled the various factions, and there has been noted by our Board of Directors unanimously, an amendment to our rules, which provides for a bureau of weights supervision; providing for a chief supervisor of weights, and as many deputies as necessary to supervise all the weighing at the elevators and industries, grain supervisors and all his deputies to be clothed with police and deputy sheriff powers, and we intend to shift them from one elevator to another.

The saving feature in the general order of things is that there will always be something left for each succeeding set of men to do. What we have to do is to do the best possible with present conditions and problems, and that is what Peoria proposes to do in justice to you gentlemen, and in justice to itself.

R. W. Van Tassel of Peoria spoke in behalf of Peoria inspection and the rules of the Peoria Board of Trade. He said: Everything received in Peoria before 10 o'clock in the morning is inspected that day. There is no delay in getting the samples and everything is done to facilitate prompt inspection. I believe our inspection has given as good satisfaction as any market both to the East and to the West. As far as our rules are concerned they are in accordance with the best rules of other markets for the interests of both the seller and the buyer and the interests of all are protected. If there is any chance for dissatisfaction the matter should be brought to the attention of the Board and action will be taken for adjustment of conditions that do not seem right. The annual meeting of the Illinois Ass'n will be held at Peoria June 12-13 and the dealers will be the guests of the Board of Trade. We expect to have a good time and would like to see some of the Iowa dealers at that meeting.

T. R. Ballard read a paper written by J. H. Warren, Supervisor of Weights at St. Louis, from which we take the following:

### Work of St. Louis Weighing Department.

No expense has been spared by the Merchants' Exchange, and no labor has been too arduous for the employees of the Department of Weights to perform, in their efforts to build up and maintain for St. Louis a reputation for good weights that is second to no other market in the country. That our efforts have been appreciated is evidenced by the large amount of grain that has been consigned to our market by the great dealers of Iowa.

During the year 1905 the Merchants' Exchange expended on the Department of Weights more than \$10,000 out of the fees collected by the Department. This tremendous deficit is largely due to the fact that the scope of the Department's work has been greatly enlarged and that

no expense has been spared in making the service rendered thorough and efficient in every respect. There has been no corresponding increase in the revenues because no additional charge has been made for the improved service supplied.

The Department maintains two men at the large elevators—one of whom is at the top of the hoist and constantly sees that all grain is accurately weighed; the other man remains downstairs and examines cars when they arrive, makes a record of their seals and condition, and any other information that may be of value to the shipper. He also sees that cars are well cleaned and that their entire contents goes into the scale.

The watchman service at team tracks has also been improved. Additional men have been employed and all the principal yards are now patrolled by the Department's private watchmen, who are examining cars when they arrive, making a record of their seals and condition, seeing that cars are well cleaned out and that all grain taken from the car is weighed over our scale, and are enforcing the regulations of the Merchants' Exchange pertaining to the weighing of grain which are designed to protect the shipper and to make it absolutely certain that each car is credited with the weight of its entire contents. They also do police duty in the yards, and by co-operating with the city police department, they have broken up several gangs of grain thieves. It is now almost impossible for any grain to be stolen in the rail yards.

Through the tireless efforts of Chairman Cochrane and his associates on the Weighing Committee, an arrangement has just been made whereby all grain unloaded at the Corn Product & Refining Co. will be weighed under our supervision. This company operates a large plant at Granite City, where all elevators have been petitioning us to supervise there for some time. They receive a large number of cars every month, especially of corn, and by establishing supervision at this point, the Department has made a very important step forward; that end which it has ever had in view; namely, supervising the weighing of every pound of grain loaded and unloaded in the St. Louis market.

During the time that I have been Chief Supervisor all shortages have been carefully investigated, and basing an estimate on my personal observation, I am satisfied that 90 per cent of all complaints of shortages are due to the condition of the cars. During the last few years the capacity of cars has been increased from 40 and 60 thousand pounds to 80 and 100 thousand pounds, which of course has greatly increased the strain on the sides and ends of the cars, and especially on the grain doors. The doors of these new cars are much wider than those of the older type but in many instances the grain door used is of the same strength. Since the introduction of the automatic coupler, cars are allowed to bump together with great force and unless the grain doors are of double strength and the shipper has used great care in cooping his car, the grain doors will bulge and leak.

In the early part of the year 1905 the department took this matter up with the railroads entering St. Louis and East St. Louis, calling their attention to the large number of cars arriving in bad condition and not properly sealed, and in each instance they promised their co-operation in bettering this condition.

**Bad Order Cars—**During the year 1905, the department examined 35,518 cars, of which 11,312 or 30 per cent were in bad order or not properly sealed, as against 83 per cent the preceding year. The defects were distributed as follows: Number of cars leaking at grain door, 2,340, 6.5 per cent; leaking over grain door, 283, .7 per cent; leaking at the box, 2,268, 6.3 per cent; leaking at end window, 414, .1 per cent; not properly sealed, 6,007, 16.6 per cent.

The improvement shown is of course gratifying to all parties concerned. The General Freight Agents have again promised to instruct their subordinates to co-operate with us and I am satisfied that with increased care on the part of shipper in cooping their cars and diligent efforts on the part of the railroads to furnish the best possible equipment, a further and material reduction in the percentage can be made during the current year.

A Regular and Systematic examination of grain cars has been inaugurated immediately after the close of the year. The principal Hold Tracks in St. Louis, East St. Louis and Venice, Ill., are now visited daily by the department's deputies, who examine cars when they are opened by

the inspectors. All cars found in bad condition are reported at once and by 11 a. m. of the day on which they arrive they are posted on a large blackboard on the floor of the Exchange. This enables the commission man to receive notice that his car is in bad condition at the earliest possible moment, and by applying at the office of the department, he may obtain information in full as to the condition of the car.

A great many cars which arrive in a defective condition are forwarded to their destination apparently in good condition, and were it not for the Bad Order secured on the Hold Track, it would be impossible to account for the shortage caused by loss of grain in transit.

This feature of our work has necessitated the employment of additional men for whose services the department makes no extra charge, but the advantage which it has been to shippers in enabling them to secure tangible evidence of the condition of their cars has more than justified the expense.

E. D. Bigelow, Secy. of the Kansas City Board of Trade, said that owing to the lateness of the hour he would not talk on the points he had outlined. He pointed out however, the advantages of Kansas City as a grain market. The terminal facilities are good and it is the second largest railroad center in the U. S. The question of weights is an important one and every one is entitled to just weights. A man that gives incorrect weights is a thief. Experience has taught that differences largely grow out of careless methods. Every man should be exceedingly careful in tying up the ends of a contract. Confirm every contract, made over the telephone or by wire, specifically by mail and see that it is exact in every respect. The banqueters then dispersed.

## Wednesday Morning Session.

Pres. King called the meeting to order and announced that the Secretary would read the report of the Railroad Claims Committee:

Secy. Wells read the following report, which was adopted:

## Report of Railroad Claims Committee.

The Railroad Claims Committee have considered quite a number of claims. It has not been the understanding, however, that this committee should act especially as an agency for the collection of all claims, but rather to consider such claims as have been refused by the Railroad Claim Departments, and to review the reasons as given by them for such refusal.

Railroad Claims on grain shipments most generally involve the following questions, to-wit:

- (1) Leakage in transit.
- (2) Stealage in transit.
- (3) Unreasonable delay en route.
- (4) Unreasonable delay at terminals.

Leakage in transit is caused by either bad physical condition of grain cars or poorly constructed or coopered grain doors. Stealage in transit occurs because of the fact that cars are not kept properly sealed while en route or standing in terminal yards.

The possibility of loss on account of leakage and stealage is clearly shown by the records of the weighing departments of the different terminal markets, whose weighing departments now keep a systematic record of condition of cars and cars seals as they arrive.

For example, the record at St. Louis from Nov. 1, 1904, to Nov. 1, 1905, is as follows, to-wit: Leaks at grain door, 6.5%; leaks over grain door, .7%; leaks at window, .1%; leaks at box, 6.3%; not sealed, 16.6%; total percentage of cars arriving in bad order, 30.2%.

This showing, however, does not include all bad order cars because of the fact that cars may be repaired and resealed en route and the bad order not be apparent when placed in terminal yards.

Railroad companies are unquestionably liable for loss because of leakage as result of decrepit condition of cars or of shortage in case it can be shown that the cars are not kept properly sealed by the railroad companies while in their possession en route and in terminal yards, and this also includes the responsibility of resealing cars after inspection at terminals.

If the shipper provides the proper evidence including positive weights at shipping point, there should be no necessity for controversy in settlement of such claims, and so far as our experience goes, the railroad companies are disposed to assume such liability and pay such claim when properly substantiated by evidence.

We hold that the shipper is responsible for the proper construction and cooping of the grain doors and that the carrier should provide all lumber and material necessary to construct and cooper the grain doors in a substantial manner.

Claims for damage because of delays en route, or at the terminal yards, are not so easy to establish because of the many complicated conditions that arise, and besides the responsibility of the carrier has not been clearly or technically defined so far as we are able to ascertain.

In the absence of a legal excuse the carrier is answerable for any unreasonable delay to forward shipments in the time which is ordinarily required for transportation by the kind of conveyance which he uses. Storms, floods and other natural causes excuse delay. A bridge may burn down, or a mob tear up the tracks, and the only duty in such cases resting upon the carrier, not otherwise at fault is to use due diligence to remove the obstructions thus interposed and to forward the shipments to their destination.

There is no law or court decisions, so far as we know, that have established a definite basis to be considered as reasonable time for the movement of grain shipments by the carriers, and this becomes a very vital question in some cases.

Delays in transit may result in loss to the shipper by decline in market if grain be consigned, and of deterioration in condition in the case of grain which, if the delay is long enough to cause a heated condition, results also in loss of weight. A car of corn may shrink from two to three thousand pounds if it becomes heated.

We are disposed to make reasonable allowance for the ordinary contingencies that may arise in the movement of grain shipments, and we believe that it would be consistent to expect the movement to be strictly on schedule time; thus we have adopted the basis of double schedule time as the maximum reasonable time for the movement of grain shipments.

Shortage of motive power often necessitates setting out cars at side tracks en route. These surplus cars often accumulate for several days until they can be forwarded, and when they are forwarded the last car set out at a siding is the first car taken away. Thus the first car set out is the last car taken away and it thus becomes badly delayed.

It is not difficult to establish a legal claim for damages because of unreasonable delay en route if the shipment is handled entirely by the initial carrier, but the complications arise when the shipment is handled by two or more carriers and possibly transferred en route, besides being delayed in the terminal yards.

The E/S/L of all railroads specifically constitute contract between the carrier from all further liability when the shipment is properly delivered to the connecting line, which often complicates the question of placing liability for damages because of delay in transit. If such delay has occurred entirely with one carrier and positive evidence is at hand, the question of liability is a simple one, but if the same shipment has suffered delays while in the hands of two or more connecting lines, then it becomes a question of adjustment as between the different carriers concerned, which involves more or less controversy and delay in arriving at satisfactory settlements that must be made both as between the carriers themselves and then as between the carriers and the shipper.

Delays in terminal yards give rise to some very peculiar, complicated questions in fixing the liability, and the carriers may not in all cases be the responsible parties.

Conditions may arise in the setting of the grain and the switching instructions may be such as to cause delay that may seem unreasonable unless the circumstances be understood.

We find that the operators of terminal elevators are often responsible for unreasonable delays in the terminal yards, especially when there is a congestion, by giving orders to the railroad companies to place special orders for unloading with regard for the order in which the cars arrived. We presume that this is the result of the elevators being crowded for room and the need of certain kind of grain in filling their shipping orders, thus unloading the cars without regard for the order in which they arrived.

If the grain is inspected and sold when car arrives at the terminal, the shipper will suffer loss because of delay in the terminal yards only where grain becomes heated, and thereby a shrinkage in weight, but grain is not inspected on arrival at all terminals, and in such cases the shipper suffers loss because of both shrinkage and discount in price on grain that becomes heated because of such delay.

Heated grain is apt to be a common trouble in southern markets, and corn in all markets during certain years like the last.

We have found a few special questions involved in certain railroad claims that have been presented, one of which is perhaps worthy of mention, as follows:

**Correct Rates**—An authorized agent of a certain railway company quoted a joint rate of 8½ cents on corn from a certain local Iowa point to a local Illinois point, and the corn was purchased and sold on that basis of freight rate. The local agent at the shipping point, however, billed the corn at 13.6¢ per bushel, and such shipper presented claim for the overcharge, which was refused.

The rate of 8½¢ was made in good faith and according to the tariff as construed. Two other representatives of the roads concerned contended that the rate should be 10¢, another that it should be 12½¢. We finally referred the question of rate to the Interstate Commerce Commission at Washington, and it construed the rate to be 12.08¢ and that the tariff originally quoted did not apply.

The question thus involved, then, is whether or not the railroad company is liable for a rate quoted in error by their authorized representative, and the claim is still in the hands of the claim department. We consider the railroad company in this case as liable on the basis of the rate of 8½¢, as quoted in error by its agent.

**Natural Shrinkage**—Certain railroad companies have adopted the plan of deducting from all shortage claims one-half of one per cent for "natural shrinkage and variation in scales." We have figures on 226 cars weighing 13,838,315 pounds at shipping point that weighed at unloading point 13,818,065 pounds, thus showing a shrinkage of 20,250 pounds, or less than 1-7 of one per cent. Also other statements of smaller numbers of cars showing that such shrinkage is less than ¼ of one per cent.

We understand that the state law of Kansas provides for a shrinkage allowance of ¼ of one per cent, which we believe to be liberal and all that should be allowed.

**Canceled Tariffs**—We find difficulty in obtaining information from railroad companies regarding canceled tariffs, and in one instance a railroad company refused to give such information. The reason for such refusal was neither stated or apparent.

**Railroad claim departments** are disposed to require that original bills of lading and freight receipts be attached to papers filed in making claims, and that it is impossible to procure them in some cases where the cars have been forwarded on original billing to distant points on connecting lines. While we have not investigated the question legally, we do not believe that failure on the part of the claimant to provide these papers would invalidate the claim.

Officials of claim departments show a disposition to refuse claims on technical excuses to a greater or less extent rather than to give broad consideration to the justice and equity of the claims.

In a certain case a car of corn was 42 days in transit to a nearby market, and the shipper suffered a loss of 6¢ per bushel, for which he made claim against the railroad company. Claim was refused because of "severe snow storms causing delay for which the railroad company were not responsible." An investigation of the records of the Weather Bureau showed that the total snowfall during the time of 42 days that the shipment was in transit was only nine inches in that locality. We could cite several other refusals of a similar character that were not well founded in fact.

We find that shippers often make up their claims in a careless manner, and we can easily readily understand why claimants get indifferent attention by the claim departments. We would urgently recommend that all refused claims be submitted to this committee for examination, and if found to have merit, to be again presented to the claim departments by the chairman of this committee.

Respectfully submitted,

George A. Wells, Chairman.  
J. E. Stockdale.  
J. L. Patton.

Pres. King introduced H. N. Sager, Chairman of the Grain Committee of the



Chicago Board of Trade, who spoke as follows:

### Grain Inspection at Chicago.

I notice by the program that I am limited to the inspection at Chicago, in other words, the inspection of grain in your natural market. I say your natural market because I believe under normal conditions Chicago is your best, your broadest and the proper market for your products. It has been so in the past under normal conditions and it will be so in the future.

**Illinois Law.**—According to the laws of Illinois no official certificate of inspection can be issued except by a state inspection department. This state inspection is under the direct supervision of the Board of R. and Warehouse Commissioners. This board of railroad and warehouse commissioners has only general supervision over the inspection department. They formulate the rules governing the grading of grain. They appoint the men doing the work in the department and properly so, because generally speaking the initial inspection is correct and so I say the work of this deputy inspector on the track is more important than that of any one else in the department, and it is toward the improvement of this initial inspection and toward the elimination of mistakes, and the correcting of mistakes when already made that we are laboring together in your interests as well as our own.

**Mistakes.**—Assuming that mistakes can occur and do occur, it is not a lost cause to you who own the grain. There are many safeguards thrown around your interests. I assume, being intelligent business men, looking after your own interests that you have the good sense to have a friend in court, to have an agent on the ground. In other words, to have a commission merchant to whom you consign grain who will devote his intelligence, his energy, his ability to looking after and safeguarding your interests. Having done so, an agent there you have the advantage of the protection of all the rules of the Chicago Board of Trade bearing on this subject and of all the laws of the state, and the rules of the inspection department, just the same as if you were there in person.

Assuming that the mistake has been made, and in the judgment of your receiving agent corn is inspected No. 4 that should be No. 3, No. 3 that should be No. 2. It is not a lost cause for you by any means. Your agent, on receiving the complaint, notifies you. Having done so, the matter is taken up with the first asst. inspector who will pass on the correctness of the inspection and if he agrees that the first inspection was in error, he will send one of his supervising inspectors to inspect that car wherever it may be in the Chicago market and this is done without one dollar of additional expense to the shipper.

It may be however that the supervising inspector sustains the original inspection and disagrees with your agent. There still is one more opportunity for your agent to have your grade changed. There is a body called the Board of Appeals entirely separate in most respects, from the state inspection department. They do not inspect grain in the ordinary sense of the word. They devote their entire time to passing upon the inspection of others and correcting errors of others or at least investigating complaints of such errors. Your agents can demand that the Appeal Committee visit that car in person and give their final verdict as to the correctness of the previous inspection.

In case the appeals committee, after a careful examination agree with your agent, the inspection of that grain is changed without any charge whatever to you the shippers. The only case where additional expense is placed upon you is where the judgment of your agent was incorrect according to the final verdict of the Appeals Committee in which case, if the Appeals Committee sustains the original inspection of the deputy it is thought that as you thru your agent, but these three men to the expense of time and transportation to visit distant yards to re-inspect

this car, which proved to have been properly re-inspected in the first place, that the burden of that expense should be borne by your agent and ultimately by you as the owner of that grain.

You have the opportunities on the inspection of your grain in our market. First that of the original inspection. Second that of the supervising inspector and last that of the Appeals Committee and in no case is any additional burden of expense placed upon you unless by mistake of your agent an appeal is called where it was not justified. I might say in passing from this part of my subject that the members of the Appeals Committee are men of high character, of intelligence, of integrity and of wide experience in the trade.

**The Grain Committee.**—The Board of Trade is co-operating earnestly and with unstinted effort with the men of the state inspection department to bring about such improvements as we think can be affected in the work. In order that we might co-operate with the department, this work on the part of the Board of Trade has been delegated to a small committee, known as the Grain Committee of the Chicago Board of Trade, of which I have the honor to be chairman. The Board of Directors has authorized the Grain Committee to expend whatever money may be necessary and it may be of interest to you to know that without asking any assistance from you we have gone in our pockets to the extent of \$6,000 a year in order to improve the inspection in our market, of your grain. With it we have employed a Chief Grain Sampler and four deputy samples working under him to co-operate with the state department to look after the inspection to find out and bring them to the notice and consideration of the proper authorities. The gentleman appointed as sampler is, in the judgment of the committee the best all around judge of grain in the Chicago market. He is a man of the widest experience, he is a man of intelligence, backbone and capacity. He is devoting these talents entirely to this subject. Associated with him are four deputies, all selected with a view to the same qualifications. They do not inspect grain. The state inspection department has kindly clothed them with the authority of deputy inspectors so that they may enter all elevators to observe all possible errors and bring them to the attention of the Grain Committee and thru it to the inspection department. These men follow the inspectors. They do not go with them. They go after them and not notice what they have done, or what they may have done, but expressing an opinion to the inspector as to the correctness of his work and whenever there is any question as to the proper inspection to bring a sample of the grain to the Grain Committee and the committee takes it up with the inspection department with a view to having it corrected. I am glad to say that the inspection department is working with us in this matter and generally speaking, when the five members of the Grain Committee and the Chief Sampler agree that an error has been committed the state inspection department agrees with us and immediately corrects so that a great many inspections are made that possibly you gentlemen never hear or know anything about.

Now, the object of this work is not so much the correctness of the inspection; it is for the moral influence on the force. It is in order that a man who has been made to discover an error may discover his fault. We believe a great deal has been accomplished along this line and more will be accomplished as the work progresses.

**Moisture Tests.**—There are many features which I might speak to you on, but will refer only to one feature which is probably the most interesting to you. I refer to the moisture test of grain scientifically conducted to determine the exact percentage of moisture and calling attention of the Chief Inspector to the fact that it contains more than in the judgment of the committee it should, to correct errors and improve the judgment of the inspectors in regard to this one particular. You certainly are all familiar with the fact that perhaps seven months in the year the inspection of corn depends more upon its conditions than upon any other consideration. By its conditions I mean its percentage of moisture or perhaps, more correctly speaking, by its moisture. You may be surprised some of you men to know that the driest corn you ever shipped to our market, which has been subjected to the dry, freezing effect of the winter's atmosphere and has been dried by the hot winds of the summer and shelled under the most favorable conditions contains 12 per

cent of moisture, 12 per cent of water. In thinking on this point it may surprise you, but it is a fact, that 5 per cent more of moisture makes that corn unsafe to keep. In other words, while corn naturally, thoroughly dry contains 12 to 14 per cent of moisture, if it contains an excess of 15½ per cent of moisture it is under all circumstances and under all conditions absolutely unsafe to handle.

Now, we believe No. 2 corn, which is accurately speaking, the highest grade of corn, because No. 1 is practically impossible, should be suitable for any purpose which the buyer may have in mind in buying corn in our market. It should be dry enough to stand shipment to distant markets under the most perfect conditions and the experience of the Grain Committee is that if it contains an excess of 15½ or 16 per cent it is not safe or suitable for all these purposes and should not be considered No. 2 corn. Now, it is just as important to you as it is to us and our market that the reputation of our market be sustained, that the buyers in the East and across the water be confident of our inspection and send their orders there.

The work of the Grain Committee is to harmonize these interests to have the inspection as fair as possible to you gentlemen, and as capable from the viewpoint of the eastern buyers as from the viewpoint of the western shippers.

F. D. Babcock of the Grain Shippers Mutual Fire Insurance Co., read a paper on Mutual Insurance which he promises to give us for publication in a later number.

Pres. King appointed the following committees: Resolutions: E. A. Paton, B. A. Lockwood, M. E. DeWolfe, D. S. Baird, E. J. Skewis.

Nominations: M. McFarlin, C. Kunz, E. M. Cassidy, D. J. Jenks, A. H. Woods. Adjourned for dinner.

### Wednesday Afternoon Session.

Pres. King introduced E. J. McVann, Secy. of the Omaha Board of Trade who said:

We are only a two-year-old and expected to give the other markets precedence. This meeting has been to me, as Prof. Holden said last night, a great night. I want to warn the people from Minneapolis, St. Louis and Peoria that every good idea that they have brought out and mentioned here is going to be adopted by us. One thing in favor of Omaha as compared with the other markets is that in shipping to Minneapolis, St. Louis or any other market you are in the hands of the railroads who make the rate considered necessary by the conditions governing the territory traversed. Omaha is the only market where the rate is fixed by a commission of your own people. One of the gentlemen from Chicago spoke yesterday of Chicago as the natural market. Chicago has come to look upon the products of Iowa as belonging to them, but the railroads have been induced to reduce their rates on grain from Omaha south, so that now it is advantageous to ship grain via Omaha to Gulf points and carry it to eastern markets by water transportation which is the cheapest kind of transportation obtainable. Chicago used to offer this cheap transportation by the northern water route, but in recent years the railroads have acquired control of the steamboat lines and the coast has become prohibitive. Commerce naturally moves along the line of least resistance and we believe that Omaha is the natural market for the products of the state of Iowa.

In closing I want to say that we are going to adopt all the good methods in use in other markets and endeavor to give you as good a market for your grain as there is in the country. I wish to thank the officers and members of your ass'n for the courtesies shown the representatives of the Omaha market and to assure you that we have enjoyed being with you.

J. H. Hamilton of the Omaha Board of Trade read a paper from which we take the following:

Pres. King read the following report, submitted by the Auditing Committee:

We, your comite, have examined the books and find that the Secretary has a cash balance on hand of \$2,139.63 and in the scale inspection account a balance on hand of \$259.10. On investigation we find that Mr. Wells has weekly reports of the inspector

which show his daily receipts and expenses. This report is so made that the Secretary can tell each week if the office is self-supporting. In the matter of files we find the same clearly kept and correct. The expense book is correct and vouchers are on hand for all items not in the usual course of business. That was up to April 1st. Since April 1st, the total expenses have amounted to \$1,149.26, leaving a balance on hand of \$1,222.07, and there is a certified check on the Des Moines National Bank for that amount accompanying the report. The report is signed by four members of the Auditing Committee.

The report was accepted.

The Committee on Resolutions reported that inasmuch as all matters which might have been taken up were covered in resolutions presented by Secy. Wells it had nothing to report and begged to be excused.

M. McFarlin reported as following for the comite on nominations: For Pres. J. A. King, Nevada, Ia.; Vice-Pres. J. A. Tiedman, Fonda, Ia.; Governing Board: E. J. Edmonds, Marcus; D. S. Baird, McGregor; D. Milligan, Jefferson; Lee Lockwood, Des Moines; J. A. Carden, Winfield.

Mr. King refused to serve another year, explaining his action as follows:

## President King Declines Re-election.

Six years ago in the city of Des Moines 20 or 30 grain dealers met together and decided to join together in an ass'n, but were undecided as to whether or not to make the organization permanent. Finally other names were added until now the ass'n has been in existence for six years and I believe we have done considerable good work. The policy of the ass'n was widened beyond the policy I believe of any ass'n at that time and while some of the members at the first meeting regarded the ass'n not quite so close to them as it ought to be, as time went on they discovered the worth of the ass'n in its broader scope and I think all became satisfied that the policy adopted by this ass'n and endeavored to be carried out was better than it could possibly have been by undertaking to do with all these small affairs all the time. We feel that in the work of this ass'n that many things have been accomplished for good. I believe the good of the grain dealers of Iowa and for the benefit of the other people as well who live in Iowa.

We feel that the influence of this ass'n has extended beyond the confines of Iowa. We know that a great many things of much importance to the grain dealers of Iowa have been favorably affected by the influence of this ass'n in terminal markets in the methods of doing business. A great deal of the credit, in fact all of it almost, can be given to your tireless and very capable secretary. He has labored in season and out of season, in the day time and in the night time if necessary, to bring about better conditions, more favorable methods wherever these things were affecting the grain dealers of Iowa.

Now, gentlemen, during all the time that this ass'n has been doing this work and a work of which I feel proud, and a work of which I think every member can justly feel proud, I have been closely associated with it. I have not been compelled to do nearly as much work for the ass'n as I would have been compelled to do with a less capable secretary, but I have given it as much time as I thought necessary or whenever called upon whenever the situation seemed to require that I should do it. Now, I have served you six years as president and I want to assure you that I appreciate as much as any one can appreciate it the cordial, courteous, kind treatment you have given me during all these years. I think you will not consider me asking too much when I ask you to select some one else and decline to accept.

Secy. Wells put the question and the motion carried.

Mr. King expressed his further gratitude but stated that he could not accept the office.

M. E. DeWolfe suggested that it would be proper to name some one else to serve as President for the coming year and the committee retired to amend its report. Shortly it returned with the recommendation that Lee Lockwood of Des Moines be elected to serve as president and that E. J. Skewis of Minneapolis be elected

a member of the Governing Board in place of Mr. Lockwood.

This recommendation was acted upon and the report of the Committee as amended accepted by the convention.

Thus ended harmoniously the Annual Meeting of the Iowa Grain Dealers Ass'n, which was one of the most profitable and interesting the ass'n has ever held.

## Convention Echoes.

Minnesota sent E. A. Brown of Lu-Verne.

J. A. King was separated from his purse, but—well, he has it again.

Of course Secy. Wells was re-employed by the Board of Directors for another year.

The Illinois State Grain Inspection Dept. was represented by S. H. Smith and C. Fred Weed.

The Chicago Board of Trade Weighing Department was represented by H. A. Foss and A. E. Schuyler.

Kansas City was represented by Secy. E. D. Bigelow, Weighmaster J. G. Goodwin and Parson O. D. Hollis.

The Omaha delegates agreed that M. H. Sutton's after dinner address places him in the front rank of post prandial orators.

Pamphlets containing Grades of Grain established by the Ill. R. R. and Warehouse Commission were distributed with the compliments of J. H. Dole & Co.

The Chicago delegation met with no mishap until James Crighton was captured by a buttermilk jag. After that everything went wrong. Even he could not find the sleeping car.—Rice.

The Flour City delegation included: W. H. Chambers, Secy. Jamme of the Chamber of Commerce, C. A. Christensen, J. J. Quinn, J. L. McCaull, E. J. Skewis and A. H. Wood.

The following delegation came to the meeting from Peoria: F. W. Arnold, C. H. Feltman, D. D. Hall, O. L. Hill, C. C. Miles of P. B. & C. C. Miles; Louis Mueller, L. H. Murray, R. W. Van Tassel of Van Tassel Grain Co.

The St. Louis delegation included the following: T. R. Ballard, D. W. Clifton, Nanson Commission Co.; J. A. Connor, B. Evans and G. C. Martin, Goffe & Carkner Co.; F. Einstman, Jr., Fred Faulkner, G. L. Graham, H. F. Ketchum, R. C. Knapp, M. Hall, M. J. Mullally, H. C. Noland, Jas. Parrott, E. Picker, W. J. Rae, A. Samuel, J. L. Wright, H. H. Savage, rep. Waggoner Grain Co.; H. A. Von Romp, and J. H. Warren.

The Indians from "Omaha the Market Town" made their headquarters in Parlor A, where visitors were welcomed with open arms. Their placards were everywhere and a few receivers from other markets were required to wear a large celluloid button bearing a colored portrait of Chief Omaha. The scouts sent to hustle for the new market included: C. L. Babcock, G. E. Barnes, A. H. Bewsher, P. J. Brown, F. J. Campbell, C. S. Ely, Allen P. Ely & Co.; J. H. Hamilton, E. E. Huntley, J. W. Holmquist, A. B. Jaquith, Geo. H. Lyons, E. J. McVann, E. C. Twamley, C. Vincent.

Chicago houses were represented by Frank Bunch of Rumsey & Co.; D. W. Burry, C. H. Casebeer, Frank G. Coe, E. G. Cool, Sam Finney, A. Gerstenberg and H. Hahn of Gerstenberg & Co.; J. H. Herron, rep. Milmine, Bodman & Co.; W. M. Hirschy and Eugene Schiffin, rep. H. Hemmelgarn & Co.; J. K. Hooper; L. S. Hoyt, rep. W. H. Lake & Co.; F. McFarlin; C. A. Hatterscheid, W. R. Mumford Co.; A. C. Johnson, rep. The Albert Dickinson Co.; E. G. Mc-

Clintock, rep. W. P. Anderson & Co.; E. D. McDougal and W. H. Axtater, Armour Grain Co.; Al. Otto, representing Sam Finney, J. W. Radford, E. E. Rice, Oscar J. Ruh, F. B. Rice, E. F. Rosenbaum of J. Rosenbaum Grn. Co.; J. J. Stream and C. D. Sturtevant of J. C. Shaffer & Co.; H. N. Sager and W. M. Christie of J. H. Dole & Co.; W. M. Timberlake; M. L. Vehon and Arthur Speltz, Rosenbaum Brothers.

The following Iowa shippers were in attendance at the meeting: W. B. Agnew, Fairbank; W. A. Ball, Cushing; D. S. Baird, McGregor; J. H. Barrett, Cedar Rapids; M. Brown, Rolfe; A. Brackney, Clemens; G. H. Buntun, Atlantic; S. M. Brown, Colfax; E. M. Cassidy, Whitney; J. A. Carden, Winfield; R. B. Carson, Moulton; S. J. Clausen, Clear Lake; N. R. Clift, Zearing; J. A. Crooks, Boone; P. A. Cummings, Rock Valley; M. E. DeWolf, Spencer; E. J. Edmonds, Marcus; A. G. Edmonds, Jamaica; D. S. Fleck, Kilduff; Geo. Gilbert, Rhodes; W. R. Grant, Gardner; J. J. Grosenbaugh, Nemaha; J. R. Griffin, Goldfield; O. O. Helgen, Ruthven; B. C. Hemphill, Dexter; F. C. Harvey, Grand Junction; D. Inglis, Cambridge; P. J. Jacobsen, Gilman; D. J. Jenks, Coon Rapids; J. M. Johnston, Kelley; J. A. King, Nevada; O. H. Keith, Wayland; F. S. Kingsbury, Mason City; C. B. Lambkin, Laurens; H. L. McCombs, De Soto; A. J. Mabie, Whiten; E. W. Miller, Guthrie Center; E. A. Miller, Packwood; D. Milligan, Jefferson; A. Moorehouse, Glidden; B. R. Patterson, Mitchellville; J. L. Patton, Newton; D. L. Patton, Kellogg; M. M. Patton, State Center; J. K. Patton, Laurel; C. A. Pfund, Lu Verne; A. W. Randall, Conrad; W. F. Rippey, Ira; A. B. Roberts, Paton; N. J. Roberts, Paton; J. E. Sims, Sheldon; H. M. Schamel, Dallas Center; M. Slife, Dedham; L. T. Spangler, Atlantic; J. Stockdale, Walcott; H. S. Thomas, Green Mountain; G. W. Tudor, Lacy; E. H. & J. A. Tiedman, Fonda; D. K. Unsicker, Wright; B. F. Vorhes, Williams; H. W. Van Dyke, Winfield; F. H. Wallace, Melbourne; J. R. Whitney, Carroll; S. B. Williams, Madrid; F. C. Wilson, Grinnell; L. W. Wheeler, Ft. Dodge; Thos. Woolf, Stuart.

## MACHINERY EXHIBITS.

The machinery fraternity was well represented and the following exhibits added to the entertainment of the visitors: The American Grain Meter Co. had a ro ft. model of their new automatic weigher on exhibition and kept it in continual operation. Many dealers went over to the east side to observe the operation of this automatic weigher. The exhibit was in charge of Randolph Coleman, Vice-pres.

The Richardson Scale Co. had an interesting exhibit in the lobby of the hotel consisting of a model of its automatic weighing machine. A continuous stream of meal was kept running thru the machine. W. B. Smith represented the company.

Fairbanks, Morse & Co. had on exhibition a portable bagging scale and a continuous weigher. C. D. Peck was in charge of the exhibit.

Geo. J. Noth of the Invincible Grain Cleaner Co. exhibited a model needle screen gravity separator with separate screens.

The Appleton Car Mover Co. had car movers on exhibition and J. T. Baucum was on hand to take orders from those who knew a good thing when they saw it.

Other machinery men in attendance were M. M. Snider of the Barnard & Leas Mfg. Co. and J. N. Heater.



# Grain Trade News

## ARKANSAS.

Little Rock, Ark.—The following committees of the Board of Trade have been appointed for the ensuing year by Pres. Rogers: Arbitration and appeals, W. B. Smith, chairman, W. L. Terry, E. B. Pierce, C. A. Pratt and W. E. Lenon; grain and produce, A. J. Rauch, chairman, Dan Daniels, G. E. Cunningham, Jas. Collins, H. K. Cochrane, Jean Reutlinger, J. M. Townes, T. H. Bunch, Geo. Niemeyer, Fred L. Gossell, S. P. Davis, J. W. Lippincott, Max Mayer, Price Shofner, E. L. Rodgers, Wm. E. Overstreet and A. L. Deibel.

## CALIFORNIA.

San Miguel, Cal.—The earthquake of Apr. 18 was felt but slightly here, and caused no damage whatever.—W. A. Wilmar, Agt. Southern Pacific Milling Co.

San Francisco, Cal.—A great part of the stock of grain bags was stored in San Francisco and burned, and it is said few bags remain with which to care for the growing crop.

San Francisco, Cal.—F. B. Nims is buying new machinery to be installed in the eltr, in which he is interested, which is to be rebuilt, having been totally destroyed in the earthquake of Apr. 18. Mr. Nims formerly operated a bean eltr. at Lansing, Mich.

San Pedro, Cal.—Campbell, Sanford & Henley, grain merchants of Portland, Ore., have leased for 10 years 350 ft. of wharfage here and will take possession about June 1, altho the lease provides for the discharge of the grain cargo of the steamer Roanoke at the wharf before that date. W. F. Crosby is mgr. of the branch office here.

## CANADA.

Caron, Sask.—The Lake of the Woods Milling Co. is building an eltr.

Wauchope, Sask.—The Imperial Eltr. Co. contemplates building an eltr.

Macdonald, Man.—The eltr. for the Winnipeg Eltr. Co. has been completed.

Langham, Sask.—The Canadian Northern Eltr. Co. contemplates the erection of an eltr.

Minnedosa, Man.—The Dowd Milling Co. contemplates the erection of a \$30,000 oatmeal mill.

The Lake of the Woods Milling Co. of Winnipeg, will build 30 eltrs. in western Canada this season.

Midale, Sask.—The farmers are organizing to build an eltr., which will be the third at this station.

Moose Jaw, Sask.—The Moose Jaw Brewing & Malting Co. is being organized with \$100,000 capital and proposes to build a \$75,000 plant.

Manor, Sask.—The Farmers Eltr. Co. has let the contract to C. E. Bevell for the erection of a 36,000-bu. eltr. The plant will cost \$7,850.

Ottawa, Ont.—May 29 has been fixed upon by the agricultural committee as the date for the hearing of western evidence on the wheat grading question.

Vancouver, B. C.—The Alberta Pacific

Eltr. Co., of Edmonton, Alta., will build at once a 500,000-bu. storage eltr., where the company's grain will be loaded for export.

Winnipeg, Man.—After a lengthy discussion on the proposal to establish hay grades and inspection at this city the senate at Ottawa held the bill to hear expressions of opinion from the west.

Montreal, Que.—Geo. Hadrill, secy. of the Montreal Board of Trade, has sailed for Liverpool, to attend the sixth congress of the Chambers of Commerce of the Empire, which is to be held in London July 10-13.

Edmonton, Alta.—The Alberta Pacific Eltr. Co., recently incorporated, contemplates the erection of 15 or 20 eltrs., of about 30,000 bus. capacity, this summer throughout the province. L. C. Strong is mgr. for the company.

Calgary, Alta.—The Alberta Pacific Eltr. Co., of Edmonton, contemplates the erection at once of a 500,000-bu. cleaning and sorting eltr. here, to clean all the grain shipped to the Orient, which will be the principal market for the company.

Emerson, Man.—The 25,000-bu. eltr. of the Northern Eltr. Co. burned May 19 with 14,000 bus. of wheat and a box car which was being loaded. The books were all saved and the safe was gotten out. Loss between \$15,000 and \$20,000; building insured for \$5,000.

Port Arthur, Ont.—It is rumored that the C. N. Ry. will lease its eltrs. to the Empire Eltr. Co. and retire from the eltr. business entirely. The Empire Eltr. Co. is operating the country eltrs. along the line of the C. N. Ry. and ships all grain to Port Arthur, last year handling the bulk of the grain brot down on the C. N. Ry.

Winnipeg, Man.—Thos. Roberts, of St. Paul, and a partner in the St. Anthony & Dakota Eltr. Co., drove recently to the national boundary along the line of the Brandon, Saskatchewan & Hudson Bay Ry., which is being constructed, and selected sites for the erection of eltrs., which may be built this season.

Montreal, Que.—The Montreal Grain Elevating Co. has reduced its charge for elevating to .6 cent per bu., instead of  $\frac{3}{4}$  cent as in 1905, previous to which the price was .5 cent. The advance last year was made because of the threatened tax of \$500 on each eltr. by the harbor commissioners, which never materialized.

Winnipeg, Man.—The Grain Growers Co-Operative Co. has been organized and will be incorporated to do a commission business in farm products. The company intends later to have its own eltrs. The object of the company is for the farmers to market their product in order to cut out the middlemen's alleged big profits.

Ft. William, Ont.—The Western Eltr. Co. and the Imperial Eltr. Co. have purchased a 300-ft. site on the Kaministiquia river and have let the contract to the Barnett & Record Co. for the erection of a 650,000-bu. eltr. plant. The site is exempt from municipal taxation, except school taxes, for a term of 10 years, and the privilege is given of trading with the

C. P. Ry. for another site if suitable. The plant is to be completed by Nov. 1, 1906. An eltr. will not be built this season at Port Arthur.

## WINNIPEG LETTER.

Francis, Man.—The Imperial Eltr. Co. has plans for an eltr. to be erected here at once.

Roblin, Man.—The Roblin Farmers Eltr. Co. has been formed here for the purpose of building an eltr.

Somerset, Man.—Cardinal Galipeau and Azarie Labossiere, of this town, have decided to erect an eltr. at Cardinals at once.

Regina, Sask.—The Ogilvie Milling Co., of Montreal, Que., contemplates the erection of 30 eltrs. between Regina and Prince Albert this summer.

Prince Albert, Sask.—The Farmers Milling & Eltr. Co. has secured sites for the erection of an eltr. and flour mill. Arrangements are being made by H. E. Ross.—R. F. R.

## CHICAGO.

"Ups" and "downs" are all the rage.

The Board of Trade has made an additional contribution of \$1,726 to the San Francisco relief fund.

The malt drying plant at Crosby and Hawthorne streets has been re-opened on conditions imposed by the health department.

Geo. S. McReynolds was released May 9 on bonds of \$30,000 furnished by Geo. W. Cobb. The original bond was fixed at \$60,000, but was reduced by the court.

Holders of uncanceled receipts for grain in the National Eltr. have received notice to communicate with the Harris-Scotten Co., which is closing up its business.

The Santa Fe Eltr. Co., recently incorporated at Topeka, Kan., has applied for an Illinois charter, with \$10,000 capital, to operate the new Santa Fe eltr. here.

O. W. Clapp, who has been connected with the grain trade of Chicago for 40 years, has removed to St. Louis. He expects to retain his membership in the Board of Trade.

Frank K. Dunn, a former partner in the firm of F. G. Logan & Co., died May 15, of pneumonia, aged 44 years. Mr. Dunn had been a prominent member of the Board of Trade for 20 years.

Corn grading No. 1 is so rarely received now that the shipment of a car of yellow corn by Davison & Livingston, at Toluca, Ill., to Sam Finney recently, excited considerable interest. It was graded No. 1.

Edwin J. Noble, former chief state grain inspector at Chicago, has sold his membership in the Board of Trade and will engage in other business. He has been actively identified with the grain trade for over 20 years.

The buyer of an "up" has the right to demand of the seller of the "up" the quantity of wheat named in the contract at the closing price, and the measure of the "damages" he is entitled to is the difference between the close and the price set in the indemnity contract.

A corn carnival is to be held in Chicago during the 2 weeks from Sept. 29 to Oct. 13. The festival is planned by the Chicago Commercial Ass'n, and it will probably be assisted by commercial ass'ns of other cities of the state. It is expected

that, with the assistance of the railroads, the exhibition will be held annually.

The Chicago Open Board of Trade, by a vote of 65 to 5, has recently joined the Board of Trade in blacklisting Milwaukee, as an "exchange where the delivery of Chicago warehouse receipts is contemplated." The rule in effect prohibits members of the Open Board from trading on the Milwaukee Chamber of Commerce.

A petition to amend the rules of the Board of Trade to reduce the commission from  $\frac{1}{4}$  to  $\frac{1}{8}$  cent has been signed and presented to the directors. It is also provided that members may execute orders on salary or brokerage. Not until this week has there been a crop scare to stimulate public buying of wheat and test the effect of the new commission rule on the volume of trade.

The application of Ray W. Searle, of Buffalo, Chas. L. Glass and Geo. S. Harrold for membership in the Board of Trade have been approved by the directors. Applications for membership have been made by Jas. F. McBurney, Chas. D. Fuller, Alexander G. Bower, Elias G. Wilkinson, Wm. H. Ferguson, Arthur G. Pearson, Hubert L. Pierson and H. L. Howell. The memberships of the following have been sold recently: Geo. S. Gaylord, Wm. J. Gorman, Est. of Henry T. Gubbins, H. J. Meyer and Ralph T. Pickette.

The National Co-Operative Commission Co. has been organized to do a commission business in hay, straw and produce. The company is incorporated under the laws of Maine, with \$250,000 capital stock, and proposes to open branch offices in the leading markets of the country, but for the present the company will confine itself to Chicago. The officers of the company are: W. H. Morehead, pres.; Geo. S. Bridge, vice-pres.; C. F. Van Wie, treas.; John R. Leonard, secy. Geo. H. Smith has charge of the Chicago office, which is in the Wheeler bldg.

Joseph Leiter, the former grain speculator, was suspended May 9 from the Board of Trade for failure to pay brokerage charges. The complaint was made by Jas. Templeton, a trader in cash grain, who claims \$8,000 is still due him for services during the wheat deal before Leiter failed June 13, 1898. John Barrett, who is said to be a creditor for \$5,700, would be glad to receive 10%. Leiter admits 4 or 5 old claims which he will settle as soon as the creditors become "reasonable." The total indebtedness of Mr. Leiter is about \$800,000, as few of his debts have ever been paid.

Winter shelled corn that went into store Oct. 31, Nov. 29 and Dec. 21 to 31 has gone out of condition in Armour Eltr. C, just as was predicted in the warning given by the Grain Dealers Journal last winter. The discovery that 71,000 bus. was out of condition was announced after H. D. Wetmore had made vain efforts to get No. 2 corn on receipts to fill a sale to the New York Glucose Co. When the steamer Flower went to the eltr. to load May 8, Private Inspector John Costello refused to accept the corn tendered, and was sustained by Chief Inspector Cowen and Supervising Inspector Smith. The corn was sold later to the Corn Products Co. at a loss of  $\frac{3}{8}$ ¢. Mr. Wetmore has made complaint that he was unable to get any No. 2 corn out of the Armour C Eltr. The question who shall bear the loss is unsettled, the eltr. company not having posted the corn as soon as the grain was discovered to be

out of condition, but after the receipts had been canceled.

The amendment to the rules of the Board of Trade to cover the new form of "indemnity" contract was adopted May 14 by a vote of 432 to 228; and the trade in the two forms of privilege known now as "ups" and "downs," was inaugurated in the smoking room of the Board of Trade May 15. The form of contract was given in this column May 10. Irrespective whether the market closes beyond the price named the customer pays a fee of 25 cents on each lot of 5,000 bus. indemnity, whereas under the put and call method no fee was paid the broker, unless the privilege was good at the close, or had been traded against during the day, when the broker received his commission on the sale of wheat. To members the fee is 15¢ per 5,000 bus. The cost of the "ups" and "downs," is the same as that of puts and calls, being \$5 for 5,000 bus. good next day until the close. Weekly privileges cost more and are farther from the market. Brokers are very well pleased with the trade they are having in the "ups" and "downs." John Hill issued a circular alleging that the new form of indemnity is as illegal as puts and calls. On the contrary the new privileges are said to have the legal endorsement of Mr. Henry S. Robbins, who for many years has conducted litigation for the Board of Trade in many states with marked success.

An open market for rye on the Board of Trade has not existed for some time; and there is no open market for flaxseed. One broker now constitutes the rye market, and buyers and sellers inquire of him what is bid or offered. This broker knows who has rye sold and who has the grain bot, and consequently those wishing to make a trade go to him and he hunts up some one with whom to fill the order. The resulting lack of public knowledge of values is detrimental to the market. In order to establish an open market a call is to be held in rye, barley, flaxseed and timothy seed, the directors having approved the proposition and left the arrangements to the floor committee, which is making progress. The grain trade, in view of the proposed call, has asked for a speculative grade of barley. Probably there will be two calls, one during the day and one at the close. The call at the close will establish the closing price of the day. Two regular employees of the Board will conduct the call, one a caller and one a recorder. It is likely the call will be in operation within 2 weeks. Before the trade in barley and rye got into its present rut there was a large trade in these cereals, and it seems certain that the establishment of a call that will bring together at a stated time all who wish to trade will revive the trade. One of the immediate benefits will be official market quotations on which to deal, which is very necessary for the market.

## COLORADO.

Trinidad, Colo.—Frank McBride, who recently severed his connection with the Jamison-Conger Co., has removed to California. E. P. Conger, formerly with the same company, is now actively engaged with the Bancroft-Marty Feed Co. A. F. Bryan expects to remove to Montana in the near future.—Bancroft-Marty Feed Co., successors to F. H. Bancroft & Son.

## ILLINOIS.

Hopedale, Ill.—C. L. Smith is building an eltr.

Ashland, Ill.—V. C. Elmore will build 5 eltrs. at nearby points.

Kerrick, Ill.—The Kerrick Grain Co. will build a 15,000-bu. eltr.

Warren, Ill.—J. E. Blackstone has installed a new roller mill in his eltr.

Butler, Ill.—C. B. Munday & Co. are building a 25,000-bu. eltr. on the Big Four.

Ipava, Ill.—J. H. McCune has installed an improved Hall Distributor in his eltr. here.

Elwin, Ill.—Work has been commenced on the erection of an eltr. for G. S. Connard & Co.

St. Anne, Ill.—Hughes Bros. will install 2 improved Hall Distributors and a Hall Non-chokable Boot.

Momence, Ill.—Samuel Roush will install an improved Hall Distributor and a Hall Non-chokable Boot.

Colfax, Ill.—Brown Hawkins, formerly agt. for J. E. Hawthorne at Parnell, has been transferred to Colfax.

Lexington, Ill.—The Rogers Grain Co. has completed the remodeling of its eltr. and is all ready to receive grain.

Kilbourne, Ill.—G. W. Ransome, of Havana, has purchased the eltr. of the Farmers Eltr. Co. and will run it himself.

Champaign, Ill.—The eltr. of the Cleveland Grain Co. has been mortgaged to secure an issue of bonds to the amount of \$150,000.

Evanston, Ill.—Kline Bros. Coal & Grain Co. incorporated, \$10,000 capital stock. Incorporators, Frank Kline, Chas. G. Kline and John W. Franz.

Waverly, Ill.—Wm. Turnbull has purchased for \$8,000 a half interest in the eltr. of H. E. Ensley & Co., and also the H. E. Ensley residence property.

Paris, Ill.—L. L. Canine has purchased the Royal Plansifter Mills and contemplates removing the machinery and converting the building into an eltr.

Roanoke, Ill.—J. P. Garber has taken possession of the eltr. recently purchased from N. R. Moore. W. W. Cox will assist him in the management of the eltr.

Covell, Ill.—Chas. U. Bower has purchased the eltr. plant of Darnell & Spence and will continue the grain business. Mr. Bower has had charge of the eltr. for a year.

Lena, Ill.—The Lena Eltr. Co. incorporated, \$2,500 capital stock, to do a general eltr. business. Incorporators, John Reeder, A. W. Reeder and Elizabeth Reeder.

Walker, Ill.—G. J. Hight & Co. are building an addition to their eltr. to handle ear corn. The corn will be carried by drag belts from the dump to the cribs on either side.

Harristown, Ill.—Geo. Jacobsen, of Niantic, has purchased the eltr. of the Harrison Grain Co. and possession was given at once. Mr. Jacobsen will continue to reside at Niantic.

Penfield, Ill.—John and Edward Wood, of Gifford, have purchased the eltr. of the Kirkpatrick Grain Co. and took possession May 15. J. B. Kirkpatrick contemplates removing to Urbana.

Mattoon, Ill.—The Farmers Grain & Manufacturing Co. incorporated, \$10,000 capital stock, to deal in grain and farm products. Incorporators, Jas. and C. E. Kitchin and J. A. McFall.



Seneca, Ill.—The M. J. Hogan Grain Co. incorporated, \$30,000 capital stock, to deal in grain and hardware. Incorporators, Martin J. Hogan, Wm. H. Bechstein and Martin J. Hogan, Jr.

Emden, Ill.—The eltr. of Bartlett, Frazier & Carrington burned May 14, with 2,000 bus. of corn and 2,000 bus. of oats. The plant was purchased 2 years ago for \$8,500. The building and contents were insured.

Freeburg, Ill.—The 100,000-bu. eltr. being built for the Freeburg Milling Co. is to be completed by July 1 and the mill by Sept. 1. The Crown Eltr. Co. has succeeded the Crown Milling Co.—J. F. Hill, secy. Crown Eltr. Co.

Waukegan, Ill.—The Corn Products Refining Co. will repair and refit its glucose factory, which has been idle for some time. The plant will have capacity for 14,000 bus. of corn per day, which with the other plant will give the company capacity here for 42,000 bus. of corn a day.

Illinois dealers, who attend the annual meeting of the Illinois Ass'n at Peoria, June 12th and 13th, will have the unusual pleasure of meeting in the City's Assembly Room in the City Hall. Those who get into the aldermanic chairs will be required to wear large belts to prevent their swelling up.

Peoria, Ill.—The directors of the Peoria Board of Trade voted unanimously May 8 to establish supervision of weights at the eltrs. The supervisors will observe each car of incoming grain, note whether the seal is intact, evidence of leakage and other facts bearing on loss in weight. The fee for supervision is to be 25c per car.

Peoria, Ill.—The bucket shop of Hensley & Co. was closed May 9 and W. S. Hensley has left the city. The office was formerly operated by Thomas & Co., and was taken over several weeks ago by Mr. Hensley. It was thru the former owners, Thomas & Co., that Rev. Geo. H. Simmons, N. C. Dougherty and others carried on a part of their speculating, which ended in their disgrace.

East St. Louis, Ill.—The suits brot against Charles O. Davis, former Illinois chief grain inspector, to recover \$15,000 damages, were decided, May 17, against the plaintiffs, the Hezel Milling Co., of this city, and the Regina Flour Mill Co., of St. Louis, Mo. The millers alleged that 50,000 bus. of wheat inspected out as No. 2 at the Union Eltr. was mow-burnt and otherwise not up to grade. The court said the decision of the chief inspector is final.

East Lynn, Ill.—Hopwood Bros., who owned and operated an eltr. at Hopwood station, are defendant in attachment proceedings brot by the Hamilton & Cunningham bank, of Hoopeston, for \$1,087 on account of an over draft, and Frank Anderson, a farmer for \$524 on account of grain sold and delivered at the eltr. The eltr. was in the name of Chas. Hopwood, but was conveyed May 11 to P. F. Peterson and E. O. Wheelock, of East Lynn. It is estimated that the firm owes about \$4,000 to farmers for grain and \$5,000 in Chicago.

Peoria, Ill.—Arrangements for the annual meeting of the Illinois Grain Dealers Ass'n were gone over at a meeting May 8 of the committee having the work in charge, and found in good shape. The official program will be sent out about June 1. On the first day of the meeting, June 12, John F. Courcier, secy. of the Grain Dealers National Ass'n, will deliver an address. The railroads of the state

have granted a rate of a fare and a third for the round trip from all parts of the state, and St. Louis, on the certificate plan. When buying a ticket for the trip the party should ask the agent for a certificate, which must be visced by the sec. of the I. G. D. A., at the Fey hotel at Peoria, for return. Members are requested to write Secy. S. W. Strong at Pontiac, Ill., how many will attend from their section.

## INDIANA.

If Indiana had a reciprocal demurrage rule shippers would seldom be enforced to wait idly while cars passed their doors with thru traffic.

Linton, Ind.—The Linton Mill Co. incorporated, \$24,000 capital stock, to deal in grain, manufacture flour, etc. Incorporators, Jos. Moss, Jas. H. Humphrey and D. J. Terhune.

Boonville, Ind.—The Boonville Milling Co. incorporated, \$25,000 capital stock, to maintain grain eltrs., operate flour mills, etc. Incorporators, S. W. Hart, Edw. Kelly, C. F. W. Inderrieden, W. D. Kelly and W. J. Veck.

Elnora, Ind.—The Odon Milling Co., of Odon, has purchased the eltr. of the Worthington Eltr. Co. and will operate it under the firm name of the Elnora Eltr. Co. The eltr. will be repaired as soon as possible.—D. M. Chambers, mgr.

Crawfordsville, Ind.—The Crawfordsville Coal & Grain Co. has sold its coal, flour and wood interests and the time of the firm will be devoted to the grain, hay and seed business. Harry T. Stout will hereafter manage the business and A. H. King will be secy. and treas. of the company.

Indianapolis, Ind.—S. Bash & Co., of Fort Wayne, Ind., have made complaint to the state railroad commission against the car service rules as promulgated by the Indiana Car Service Ass'n, asking for a revision of the rules and reciprocal demurrage. Another complaint has been filed by the North Vernon Box Co. against the Big Four R. R., asking for a reclassification of wooden plugs. Plugs used in rolls of paper are third class, while wooden plugs used by railroads for driving into spike holes are fourth class. For alleged violations of the long and short haul clause which developed in hearings the commissioners have directed the atty-gen. to proceed against the Monon and the C. & E. I.

## INDIAN TERRITORY.

Tulsa, I. T.—J. W. Binding, of Wichita, Kan., will build a 25,000-bu. transfer eltr. on the Frisco.

Chickasha, I. T.—W. H. Thomas is interested in a new 12,000-bu. eltr. and corn mill for grinding feed and meal.

## IOWA.

Knierim, Ia.—The Farmers Eltr. Co. will build a 15,000-bu. eltr.

Mediapolis, Ia.—H. H. Jacobshagen has succeeded C. E. Stephenson & Co.

West Bend, Ia.—W. E. Simpson has purchased the eltr. of E. G. Simpson.

Galva, Ia.—Tiedeman Eltr. Co., of Fonda, has bot the eltr. of Challman & Lease.

Milford, Ia.—The Farmers Co-Operative Co. has secured a site and will build an eltr.

Sioux City, Ia.—The McNeill Grain Co. has retired from the grain commission business.

Livermore, Ia.—The Iowa & Minnesota Cereal Co. has sold its eltr. to Barney Devine.

Eagle Grove, Ia.—The Farmers Eltr. Co. has let contract for a \$6,000 eltr. with steel bins.

Raleigh, Ia.—E. E. Rickman, of Terrill, has taken charge of the eltr. of the Terrill Grain Co. here.

Cedar Rapids, Ia.—The Pawnee Cereal Co. will install 4 Hess Oat Driers for its new oat meal mill.

Solon, Ia.—I have bot the eltr. owned by Jos. U. Pauba and will take possession June 1.—C. S. King, Ely.

Popejoy, Ia.—The W. A. Bryant & Sons Co. has closed down its eltr. for the season.—T. R. Ethridge, agt.

Sinclair, Ia.—L. E. Miller has not purchased the interest of H. H. Van Deest in the eltr. Mr. Miller has rented the interest.

Green Mountain, Ia.—The Farmers Eltr. Co. has purchased for \$4,100 the 10,000-bu. eltr. of Homer Thomas and took possession May 10.

Tama, Ia.—B. F. Bruce, agt. here for the Northern Grain Co., died May 3 at Cedar Rapids, as the result of an operation for appendicitis.

Ocheyedan, Ia.—Anderson & Moen have taken charge of the eltr. recently purchased from Moreland & Shuttleworth, Michael Albert is mgr.

Story City, Ia.—E. L. Erickson has sold his eltr. on the C. & N. W. Ry. to the Farmers Grain Co. He will continue to operate his Iowa Central eltr. Possession was given May 21.

Gilman, Ia.—The Grain Dealers Journal is the most valuable journal that comes to my office. I hope all the grain boys will take it.—P. J. Jacobsen.

Kelley, Ia.—J. M. Johnson has bot for \$1,500 the eltr. of J. S. Crook on the N. & N. W. Ry. Mr. Johnson has had charge of the eltr. for Mr. Crook.

Maple River, Ia.—J. J. Nurte has contracted with the American Supply Co. for an entire equipment of machinery and supplies, including a Howe Gasoline Engine.

Kanawha, Ia.—The Farmers Co-Operative Eltr. Co. has taken possession of the eltr. recently purchased from C. M. Gowdy. Ole Shurson will manage the business.

Toeterville, Ia.—We have purchased the grain, coal and live stock business at this point from B. F. Muldown, taking possession May 1.—H. D. Mundt, of John Mundt & Son.

St. Ansgar, Ia.—The Mitchell County Co-Operative Ass'n has purchased the eltr. which B. F. Muldown, formerly at Toeterville, recently purchased from the C. E. Fedson Estate.

Popejoy, Ia.—Pierce & Zufall have purchased the eltr. of E. G. Simpson & Co., of Iowa Falls. The firm is composed of J. W. Zufall, who has been agt. for Simpson & Co. for 4 years, and Alfred Pierce.

Norway, Ia.—The Farmers Eltr. Co. incorporated, \$7,500 capital stock. The following officers have been elected: Axle Melberg, pres.; W. G. Rose, secy.; Henry Thomas, treas. John Beyer will manage the business.

Rockwell City, Ia.—The Farmers Eltr. Co. has been organized and has purchased a small eltr. on the N. & N. W. Ry. from B. F. Owens & Co. Possession

will be given June 1.—S. J. Wills, agt. Western Eltr. Co.

Glenwood, Ia.—J. J. Bruington, of Wilcox, Neb., has purchased the eltr. of John H. Hopp and has taken possession. Mr. Hopp received in exchange for the eltr. 480 acres of land located in Upland and Franklin counties, Neb.

Avoca, Ia.—The Des Moines Eltr. Co. has sold its 15,000-bu. eltr. on the C., R. I. & P. Ry. to the Centennial Mill Co. Chas. Barnholdt, who has been operating the house, will continue in charge.

Harris, Ia.—Anderson & Moen, of Estherville, have purchased the eltr. of McIntyre & Ingold. L. E. Brackett, who has had charge for Anderson & Moen at Spirit Lake, has taken charge here.

Otho, Ia.—I have shelled and shipped to the glucose people at Pekin, Ill., 19,618 bus. of corn, making a total of 28,484 bus. of ear corn bot and shelled at this station, beside about 5,000 bus. of shelled corn bot. J. L. Zink, agt. Iowa & Minnesota Cereal Co.

Plymouth, Ia.—The Farmers Eltr. Co. incorporated, \$2,000 capital stock, to deal in all kinds of farm and dairy produce. The company will begin business June 1. The officers are: J. R. Claus, pres.; W. E. Sheka, vice-pres.; A. M. Holroyd, secy.; J. A. Sutton, treas.

Cedar Rapids, Ia.—The Wells-Hord Grain Co., recently incorporated, will operate the eltrs. in Iowa formerly operated by the Wells-Hord Grain Co., of Central City, Neb. The officers of the new company are: T. E. Wells, pres.; Jos. H. Nash, vice-pres.; J. W. Hutchison, mgr.

Rhodes, Ia.—Geo. Gilbert claims to have the finest grain office in the state. The office is conveniently arranged and equipped with the finest desks money could buy. The grounds about it are sodded and dotted with shrubs, trees and flower beds. Attractive surroundings help to draw business.

Boone, Ia.—The mills of the Boone Cereal Co. burned May 17. Loss, \$140,000; insurance, \$43,000. The plant was owned by Fred Fear & Co., of New York. Merchants of Boone are circulating a subscription list to raise money to assist in rebuilding the mills. About 20,000 bus. of grain was stored in the mill.

Officers and stockholders of co-operative companies under section 1620 of the Iowa code are liable to fine and imprisonment for intentional fraud in failing to comply with the articles of incorporation or in deceiving the public or individuals in relation to their means or their liabilities. The crime is a misdemeanor.

Newburg, Ia.—The Farmers Eltr. Co. incorporated, \$3,000 capital stock, to deal in grain, real estate, farm and dairy products, etc. Officers of the company are: J. L. Burroughs, pres.; W. E. Newton, vice-pres.; A. C. Newcomer, secy.; P. Y. Fuller, treas. The company has purchased for \$1,850 the eltr. of the Warren Grain Co., of Des Moines.

## KANSAS.

Otis, Kan.—L. Schreiber will build a fire proof eltr.

Hoxie, Kan.—W. J. Madden, of Hays, will erect a 25,000-bu. eltr.

Medora, Kan.—P. B. Ratzlaff contemplates the erection of an eltr.

Palco, Kan.—The Jos. Knakal Grain Co. will build a 20,000-bu. eltr.

Morland, Kan.—The farmers have purchased the eltr. of Geo. W. Stober.

Ferguson, Kan.—W. W. Miller & Son are building a 12,000-bu. eltr. here.

Randall, Kan.—The Baker-Crowell Grain Co. will build a 15,000-bu. eltr.

Hazelton, Kan.—A. R. Eakins will succeed the Hazelton Eltr. Co. next month.

Isabel, Kan.—The Larrabee Flour Mill Co., of Stafford, will build a 10,000-bu. eltr.

Sawyer, Kan.—The Farmers Eltr. Co. is building a 12,000-bu. eltr.—J. F. Skinner.

Langdon, Kan.—The Farmers Independent Grain Dealers Ass'n will build a 20,000-bu. eltr.

Turon, Kan.—A 20,000-bu. eltr. will be built by the Farmers Independent Grain Dealers Ass'n.

Arlington, Kan.—The Farmers Independent Grain Dealers Ass'n will build a 20,000-bu. eltr.

Wichita, Kan.—The C. B. Gaunt Grain Co. has installed a large size Fairbanks Automatic Scale.

Centralia, Kan.—Fisher & Son, of Frankfort, have succeeded Fisher & Smith.—E. A. McBee, agt.

Jamestown, Kan.—The Jamestown Grain Co. has been incorporated with \$15,000 capital stock.

Mulvane, Kan.—Nessley & Rucker Milling Co. is installing an electric plant to light eltr., mill and city.

Herndon, Kan.—The Central Granaries Co. is repairing its eltr.—C. M. Smith, mgr. Herndon Grain Ass'n.

Lyndon, Kan.—John Rose has purchased the eltr. of Judson Linden and will take possession about July 1.

Wichita, Kan.—The Robb-Bort Grain Co. will erect 4 fire proof grain tanks of 200,000-bu. storage capacity.

Monument, Kan.—The I. M. Yost Milling Co., of Hays, has let contract to H. B. Bowman for a 15,000-bu. eltr.

Hazelton, Kan.—J. C. B. Hargis' eltr. burned at 4 a. m. May 5, together with 2,000 bus. wheat and some corn. Insured.

Dexter, Kan.—Levi Schrader will have charge of the eltr. to be built by the L. C. Adams Mercantile Co. in which L. C. Adams and F. Shrader are partners.

Marysville, Kan.—Chas. Mann, of Marietta, has succeeded L. H. Hammett in the management of the eltr. of the Midland Eltr. Co.

Great Bend, Kan.—The Moses Bros. Mill & Eltr. Co. are building two new eltrs., and installing gasoline engines at 5 stations.

Glen Elder, Kan.—The eltr. of Frank Hobart is being torn down to make room for a 12,000-bu. eltr. which will be built on the site.

Iola, Kan.—S. D. Ray will commence work on the erection of his eltr. June 1. The building will be 60x122 ft. and 4 stories high.

Groveland, Kan.—A McVicker Automatic Gasoline Engine is being installed in the eltr. of Colburn Bros. by Otto Lehrack & Co.

Jamestown, Kan.—E. A. Anderson is having a 15-h. p. McVicker Automatic Gasoline Engine installed in his eltr. by Otto Lehrack & Co.

Wichita, Kan.—P. J. Mullin, mgr. for E. R. & D. C. Kolp, Jr., has been succeeded by F. C. Dymock, formerly local mgr. for Harris, Scotten Co.

Valley Falls, Kan.—We will overhaul our transfer eltr. and install a new drier,

to be ready for the coming wheat crop.—B. C. Ragan & Sons, McLouth.

Corbin, Kan.—The Stevens-Scott Grain Co. is rebuilding its eltr. and increasing the capacity. A new engine is being installed.—J. L. Carr, agt. Aetna Mill & Eltr. Co.

Cheney, Kan.—Farmers are organizing a company to build an eltr. The Wichita Seed & Grain Co. has been granted a site on the Santa Fe and will build a 10,000-bu. eltr.

Brookville, Kan.—The 12,000-bu. eltr. of the Thorstenberg Grain Co., together with 1,500 bus. of wheat, burned on the morning of May 11. Fully insured. Will be rebuilt immediately.

Junction City, Kan.—The warehouse of the Rockwell Merchandise & Grain Co. was slightly damaged May 9 by a fire, which was started by a spark from a passing locomotive.

Walnut, Kan.—Judge Fuller has ordered Mrs. Adams to make a warranty deed of the eltr. to Guy F. Carlton and has set aside the deed to the Benedict Grain Co., of Chanute.

Holyrood, Kan.—The Holyrood Grain & Supply Co., incorporated, has purchased the eltr. of the National Farmers Exchange. O. P. Ellis is mgr. A 300-barrel mill will be built.

Sterling, Kan.—Having bot out the Fair interest in the grain business of the Fair & Shaak Mercantile Co., I will continue the business in my own name and management.—M. P. Shaak.

Bison, Kan.—We have sold our plant here to P. C. Dixon and presume the firm name will be P. C. Dixon & Son. The eltr. has a capacity for 7,500 bus.—La Crosse Lumber & Grain Co.

Kansas City, Kan.—The Ismert-Hincke Mill Co.'s new working eltr. of 60,000 bus. capacity, which was planned by F. E. Parker & Son, is nearly completed. Concrete tanks will be erected for storage.

Bennington, Kan.—The Farmers Eltr. Ass'n has completed its 25,000-bu. eltr. and is now erecting coal bins and will do a coal business in connection with its grain business.—Agent, Midland Eltr. Co.

Florence, Kan.—The improvements in the eltr. of G. C. Corle have been nearly completed. A wagon dump has been built, with a large addition on top for the machinery, which was formerly in the basement.

Corbin, Kan.—The Corbin Eltr. Co. has let the contract to M. J. Travis for the erection of a 10,000-bu. eltr. The house will be equipped with Monitor Cleaning Machinery, Olds Gasoline Engine, and scales for receiving and weighing grain.

Otis, Kan.—We have sold our 7,500-bu. eltr., lumber yard and business to the Otis Lumber & Grain Co., which is composed of the following: Philip Brack, J. H. Leback, M. C. Elmore and Dr. Koch, of Hoisington.—La Crosse Lumber & Grain Co.

Wichita, Kan.—The partition between the Board of Trade room and the office of the Pauling Commission Co. has been removed, enlarging the space for the Exchange, which also has taken the former offices of the Nevling Eltr. Co. A table will be supplied for each member of the Board.

Wichita, Kan.—Lassen & Jackman, formerly of El Reno, O. T., will build a 1,500 bbl. mill here and plans for a 60,000-bu. wood working eltr. and 6 concrete storage tanks of 200,000 bus. capacity are being made by F. E. Parker & Son. The



contract has been awarded for the erection of 6 steel tanks of 34,000-bu. capacity each.

Stafford, Kan.—G. Littlefield has purchased the eltr. of the Kansas Grain Co. The eltr. will be closed until the new crop and in the meantime it will be overhauled and put in thoro repair. Leslie Littlefield will have charge of the eltr. The Larrabee Flour Mills Co. will soon begin the erection of an eltr. Electricity will be used for power and the building will also be lighted by it.

## LOUISIANA.

New Orleans, La.—The firm of Geo. B. Matthews & Sons has been organized to carry on the grain and flour business of Wm. H. Matthews & Bro., the latter firm having been dissolved. Geo. B. Matthews, Geo. B. Matthews, Jr., and Martin L. Matthews compose the new firm.

New Orleans, La.—J. W. Hastings, of the J. W. Hastings Commission Co., died May 16. Mr. Hastings has been a resident of New Orleans for the past 10 years and his death is a distinct loss to the grain community. The remains were interred at Cairo, Ill., the former home of Mr. Hastings.

## MARYLAND.

Baltimore, Md.—Douglas M. Wylie and others have been named to select names for the various grain committees to be appointed.

Baltimore, Md.—The Hess Drier, installed by the Pennsylvania Ry. at its Canton Eltrs., has been completed. It has a capacity of 20,000 bus. per day.

Baltimore, Md.—Capt. Andrew Woodall, for years the largest shipper of Maryland grain to the Baltimore market, died May 19 at his home in Georgetown, aged 87 years.

Baltimore, Md.—The following have recently become members of the Chamber of Commerce: Robert F. Welsh, J. Austin Dinning, Benson Blake and Samuel L. Linthicum.

Baltimore, Md.—Several samples of growing wheat, which were so far advanced as to be in head, were shown on Change May 14 by Wm. Hopps, pres. of the Wm. Hopps Grain & Hay Co. The wheat was from Talbot county and is 2 weeks in advance of any grain heretofore shown on the Exchange at this time of the year.

## MICHIGAN.

Clare, Mich.—A local bucket shop was closed recently, leaving many victims.

Williamston, Mich.—The eltr. for Linn & Edwards has been nearly completed.

Pottsville, Mich.—The Stockbridge Eltr. Co. has purchased a local coal business.

Schoolcraft, Mich.—The eltr. of C. E. Carpenter has been covered with steel siding.

## MINNEAPOLIS.

The Minneapolis Chamber of Commerce will celebrate its silver anniversary Oct. 25.

Samuel J. Austin, a prominent member of the Chamber of Commerce, died May 19. He was connected with the firm of McHugh, Christensen & Co.

We are indebted to L. T. Jamme, secy., for a copy of the annual report of the Min-

neapolis Chamber of Commerce, for the year just ended, giving valuable statistics of the movement of grain and prices of cereals.

M. W. Lee, who recently sold his interest in the Loomis-Johnson-Lee Co., will retain his grain and lumber interests at Sauk Center and will engage in the banking business in the new town of Florence, N. D.—Minn.

E. A. Brown & Co. have been fined \$100 by the directors of the Chamber of Commerce because of a market letter recently issued by the firm, the language of which the directors considered not in keeping with dignified business methods.

The awning over the windows of the office of Piper, Johnson & Co. burned May 15, and the office of the Van Dusen-Harrington Co. was also threatened. The fire is thought to have been caused by electric wires or carelessness with a cigarette stub.

The New York federal court has granted the extradition of Herbert F. Robertson to Minneapolis, on the charge of using the mails to defraud. Robertson was connected with E. A. Vaughn, who was recently sentenced to prison on the same charge.

The North Star Malting Co. contemplates doubling its grain storage capacity, or increasing it to 600,000 bus. The working house will be enlarged to handle 40,000 bus. per day, instead of 10,000 bus. as now, and 36 brick or tile tanks will be erected. The company proposes to increase the output of the plant to 1,000,000 bus. a year.

## MINNESOTA.

Sutton, Minn.—Chas. Miller will build an eltr.

Buffalolake, Minn.—The Farmers Eltr. Co. will build an eltr.

Dexter, Minn.—Chas. Miller, of Sutton, will build an eltr. here.

Burr, Minn.—The Farmers Eltr. Co. has secured a site and will build an eltr.

Lancaster, Minn.—N. M. Nelson, of Detroit, is the new agt. for the Prairie Eltr. Co.

Parkers Prairie, Minn.—G. H. Shoutz contemplates building an eltr. at Napoleon.

Elkton, Minn.—The Iowa Grain & Cereal Co. has purchased the eltr. of W. F. Jordan.

Rothsay, Minn.—The Farmers Eltr. Co. has let the contract for the erection of another eltr. to Honstain Bros.

Clinton, Minn.—Miller Bros. will repair their eltr. before another crop.—P. N. Madison, mgr. Farmers Eltr. Co.

Clinton, Minn.—C. E. Fletcher, of Mapleton, N. D., has purchased the eltr. of C. Hill, of Jackson, and took possession May 1.

Warroad, Minn.—The Hanson & Barzin Milling Co., of Thief River Falls, contemplates building an eltr. and flour warehouse here this summer.

Nassau, Minn.—The Farmers Mill & Eltr. Co. contemplates raising and generally repairing its eltr. W. G. Mix is one of the committee on repairs.

Blooming Prairie, Minn.—The Reliance Eltr. Co. is tearing down its eltr. here, which was built in 1874, and will use it in the building of an eltr. at Norwood.

Wylie, Minn.—The Wylie Farmers Eltr. Co. has brought suit against the Great Northern Ry. to compel the railroad to allow

the construction of an eltr. on its right-of-way at Wylie.

Duluth, Minn.—The sub-contract for the erection of the steel working house of the Peavey Eltr. Co. has been awarded and work will soon be commenced. The building will require 800 tons of shapes.

Nielsville, Minn.—Nels Muus has been appointed collector of the Nielsville Farmers Eltr. Co. by Judge Watts. The judge has also ordered the payment of the creditors of the company to the amount of 86% of the capital of the defunct concern.

Glenwood, Minn.—We have purchased the eltr. of E. Cooper. The house is standing away from the railroad and we have secured a location from the Soo Line and will move it to the side track and operate it.—Plymouth Eltr. Co., Sioux Falls, S. D.

Lanesboro, Minn.—The Lanesboro Milling Co. has been declared bankrupt by Referee in Bankruptcy Wm. Burns at Winona. Liabilities, \$17,000; assets somewhere between \$4,000 and \$13,000. A meeting of the creditors of the firm will be held May 29 and a trustee will then be elected.

Hendrum, Minn.—Ole Kolen, the line company agt. who was arrested recently on a charge of being short in his accounts, has proven that the shortage was caused by the firm docking farmers 2 pounds per bu. on 13 cars of grain when Kolen had docked but 1½ pounds per bu., and has been released.

Willmar, Minn.—W. R. Caswell and Dan Farrell have been appointed to sample for the state all cars of grain for the terminal market at Minneapolis, which pass thru Willmar. P. H. McAuliff and C. F. Slothard have been stationed here to represent the 2 private grain sampling companies, the Big Six and the one managed by Mr. Burdick.

Fergus Falls, Minn.—M. T. Sand, a grain buyer, was recently found to be short \$1,351 in his accounts. The justice, before whom the complaint was filed, and residents of the town came to the conclusion that the difficulty was not due to embezzlement but to a difference in dockage, and raised sufficient money to satisfy the eltr. company and the case was dismissed.

## PROGRAM TRI-STATE GRAIN DEALERS ASS'N.

The annual meeting of the Tri-State Grain Dealers Ass'n will be held at Minneapolis, Minn., May 31 and June 1, at Richmond Halls, cor. 5th st. and 3rd av. S. On account of the meeting of the American Federation of Women's Clubs in St. Paul all railway companies have made a rate of one fare plus \$2.00 to St. Paul for the round trip, tickets good returning from Minneapolis up to June 7th. The program follows:

Thursday, 2 p. m.

Address of Welcome, Mayor Jones of Minneapolis.

Response, J. L. McCaull, Minneapolis. Grain Improvement, by Prof. Andrew Boss, Agriculturist, Minnesota Experiment Station, St. Anthony Park, Minn.

Uniform Bill of Lading, by C. A. Burks, Decatur, Ill.

Appointment of Committees.

Minnesota Grades, by F. Kelso, Sec'y State Board of Appeals, Minneapolis.

Elevator Construction, by L. O. Hickok, Minneapolis.

Friday, June 1, 9:30 a. m.

Presidents' Address, A. F. Brenner, Minneapolis.

Secretary's Report, J. J. Quinn, Minneapolis.

Treasurer's Report, J. J. Quinn, Minneapolis.

Report of Committee on Resolutions.  
Report of Committee on Nominations.  
Election of Officers.  
Adjournment.

## ENTERTAINMENT.

Friday, June 1, 1 p. m.

Bring the Ladies.

Trolley cars will leave the corner of 6th st. and Hennepin av., promptly at 1 p. m. for a trip to Lake Minnetonka. Arrive at Excelsior at 1:45 p. m. Board the steamer "Puritan" for a boat ride on the lake, returning to Excelsior for the return trip to Minneapolis, arriving at the West hotel at 6:30 p. m.

## MISSOURI.

Kansas City aspires to become a great oat market.

Malta Bend, Mo.—F. P. Lint has sold his eltr. to Everett Fulton.

Ladonia, Mo.—McVay & Co. have succeeded Wilder & Pearson in the grain and seed business.

Kansas City, Mo.—C. W. Lawless has purchased the membership in the Board of Trade of W. D. Judd.

St. Louis, Mo.—T. C. Taylor is with the Schreiner Grain Co., which has succeeded the Schreiner-Flack Grain Co.

St. Louis, Mo.—W. H. Lake & Co., of Chicago, now have their St. Louis branch at 515 Chamber of Commerce.

Kansas City, Mo.—D. L. Croysdale and wife, who were married May 1, are making a tour of the Pacific Coast.

St. Louis, Mo.—O. W. Clapp, of Chicago, has moved to St. Louis and has become a member of the Merchants Exchange.

Norborne, Mo.—Wm. Ferguson, of Hardin, has purchased the interest of Albert Wheeler in the eltr. of Hogan & Wheeler.

Lee's Summit, Mo.—The contract for the erection of the 18,000-bu. eltr. of J. D. Infield was awarded to Otto Lehrack & Co.

Marceline, Mo.—The Wales Mill & Eltr. Co. has been dissolved. The firm was composed of E. A. Wales, G. W. Hutchinson and M. A. Coffman.

St. Louis, Mo.—Samuel Plant has been appointed a member of the grain arbitration board at this city by the Missouri Railroad and Warehouse Commissioners.

Kansas City, Mo.—The Board of Trade is revising its rules and placing amendments in their proper place, as well as preparing new rules, one of which is to make hard wheat the basis of contracts.

Kansas City, Mo.—The Moore-Lawless Grain Co. will engage in the grain receiving business. It is composed of Mr. Moore, of Ohio, Neb., and C. W. Lawless, formerly with the Duff Grain Co.

Kansas City, Mo.—The Santa Fe Eltr. Co. incorporated, \$100,000 capital stock, will operate the Santa Fe Eltr. at Chicago, the two Santa Fe Eltrs. here, one at Winfield, Kan., Eltr. B. at Galveston, Tex., and one at Gainesville, Tex.

St. Louis, Mo.—Daniel P. Byrne and Edw. M. Flesh have been appointed delegates from the Merchants Exchange to the meeting of the Grain Dealers National Ass'n June 4 and 5 at Chicago.

St. Louis, Mo.—Argument will be made June 18 in the suit of the St. Louis Hay

& Grain Co. against the Southern Railroad to recover \$1,572 alleged to be due for an overcharge of 2 cents per 100 pounds on grain shipped south. The company is being assisted by attorneys of the Interstate Commerce Commission, the excess charge being a violation of the interstate commerce law.

St. Louis, Mo.—A meeting of grain men was held May 21 at the Merchants Exchange to discuss attending the annual meeting of the Grain Dealers National Ass'n at Chicago, June 4 and 5. In the call for the meeting it was stated that this market should have a large delegation and attendance at the convention, as well as creditable speakers and papers on weighing and inspection.

Kansas City, Mo.—The Missouri Railroad and Warehouse Commissioners held a conference with the millers here May 9 with regard to the irregular grading of wheat. Samples from a number of cars inspected that morning were submitted for the grading of the millers' representative, X. F. Stark, and Mr. Stark's judgment coincided with that of the inspection department, with one exception. The millers expressed themselves as satisfied with the grading of samples and that if the inspectors would live up to that high standard there would be no further complaint. The commissioners announced that it is a violation of law to transfer wheat and use the inspection certificate for the grain after it had been reloaded.

St. Louis, Mo.—Section 12 of Rule 4 of the Merchants Exchange was repealed May 22 and a new section in lieu thereof was adopted by a vote of 478 to 26. The commission rates for the sale or purchase of ear corn and Kafir corn, in bulk, on track, in eltr., or to arrive, has been changed to 1 cent per bu.; on ear corn and Kafir corn in sacks, on track, levee, in store or to arrive, 2½ cent per cent, and on ear corn and Kafir corn in sacks, on track, levee, in store or to arrive, when the price is less than 60 cents per bu., 1½ cent per bu. Also whenever any property described in Section 12 of Rule 4 is bot or sold on commission, for account of a member of the Exchange, or for account of a firm or corporation, one of whose officers is a member of the Exchange in good standing, the minimum charge shall be ½ cent per bu. on bulk wheat, rye or barley and ¾ cent per bu. on bulk corn or oats. On all other commodities the minimum charge shall be ½ the rates prescribed in the tariff given in the section. In all such cases the member acting as commission merchant shall, in addition, charge exchange paid on drafts and interest at the current rate on all money advanced or paid by said member or by his firm or corporation, on account of or against such property, from the time of such advancement or payment to the time of reimbursement. Interest, however, shall not be charged on payments made for freight, inspection or other incidental expenses incurred in the handling of the property. Also, whenever a member of the Exchange acts in the capacity of a broker, the minimum charge for the purchase or sale shall be ½ cent per bu. on wheat, rye and barley, and ¾ cent per bu. on corn and oats; on all other commodities the minimum charge shall be ½ of the full rate of commission prescribed in the tariff. This charge becomes effective at once.

## NEBRASKA.

Ellis, Neb.—H. Thomas is new in the grain business here.

Wellfleet, Neb.—Votaw & Canout have succeeded W. B. Votaw.

Genoa, Neb.—C. R. Wright has succeeded E. Ostberg & Son.

Winnetoon, Neb.—Seth Jones has engaged in the grain business.

Holbrook, Neb.—The Updike Grain Co. has bot G. W. Wirts' eltr. on the C., B. & Q.

Thayer, Neb.—The Updike Grain Co. has installed an improved Hall Distributor.

Houston, Neb.—The Updike Grain Co. will install an improved Hall Distributor in its eltr. here.

Bloomfield, Neb.—The Holmquist Lumber & Grain Co. has installed an improved Hall Distributor in its eltr.

Pauline, Neb.—The Antle-Linley Grain Co., of Atchison, Kan., has sold its eltr. to the Pauline Grain & Supply Co.

Harbine, Neb.—The grain business is quiet in this locality. The largest movement of corn is over.—J. S. Hole.

Omaha, Neb.—The Nye-Schneider-Fowler Co. has let the contract for the installation of a drier in its new eltr.

Douglas, Neb.—The equipment for the eltr. of L. L. Coryell has been furnished by the York Foundry & Engine Works.

Cordova, Neb.—A 160-ft. corn crib belonging to the J. E. Dorsey Grain Co., was destroyed by the tornado of May 7.

Juniata, Neb.—E. P. Hubbard, mgr. of the Juniata Grain & Live Stock Ass'n, will be succeeded June 1 by A. P. Slack.

Omaha, Neb.—John I. Glover & Co., of Kansas City, contemplate the erection of a small eltr. with large handling capacity.

Concord, Neb.—The Peavey Eltr. Co. is rebuilding eltr. of 25,000-bu. capacity. An improved Hall Distributor will be installed.

Hebron, Neb.—The Hebron Grain Co. is building an engine room on the west end of its eltr. and will install a new gasoline engine.

Herman, Neb.—Henry Roberts, of Tekamah, has purchased a site and will build at once a 30x30x60 ft. eltr. The estimated cost is \$5,500.

Fairbury, Neb.—W. P. Dickinson has begun work on remodeling his eltr. The house will be raised and cement bins will be put in the basement.

Lindsay, Neb.—The Torpin Grain Co., of Oakdale, has purchased the eltr. of the Trans-Mississippi Grain Co. H. J. Finch will remain as agt.

Wabash, Neb.—The Cawkins Grain Co.'s eltr. has been sold to Warren Richards. J. A. Tighe's eltr. has been bot by the Farmers Eltr. Co.

Brock, Neb.—The machinery and gasoline engine for the eltr. of L. L. Coryell, of Auburn, has been furnished by the York Foundry & Engine Works.

Elsie, Neb.—Mr. McCarty is doing a scoop shovel business. He buys only when the market has an up turn and then will pay ½ cent or a cent above the market.

Lorton, Neb.—C. S. Russell has been committed to a hospital at Lincoln and his eltr., which is subject to a mortgage of \$3,762, has been sold for \$4,800 to the Jones Grain Co., of Nebraska City.

Omaha, Neb.—W. F. Heyl has resigned his position as chief grain inspector of the Grain Exchange. R. F. Flood, who has been assistant chief inspector, will have charge until a new chief is appointed.



Cortland, Neb.—We are repairing our eltrs. at Agnew and Cortland, taking a large gasoline engine out of our Cortland house and installing a new 6-horse Howe Engine.—Nebraska Eltr. Co., Lincoln.

Hoag, Neb.—The Farmers Eltr. Co. has been organized with \$5,000 capital to erect a 16,000-bu. eltr. The officers are: H. J. Buss, pres.; John Esau, vice-pres.; H. D. Odell, secy.; J. Henry Penner, treas.

Funk, Neb.—The Funk Grain & Eltr. Co., incorporated, \$25,000 capital stock, to deal in grain, farm products, live stock, coal and implements. Incorporators, P. C. Funk, J. A. Swanson and C. W. Gustafson.

Stella, Neb.—Wixon & Sayer have bot the plant of J. W. Jameson & Son and will run the corn meal plant in connection with the eltr. The flour mill machinery will be shipped to the new location of Jameson & Son in Montana.

Straussville, Neb.—The Farmers Eltr. Co. incorporated, \$10,000 capital stock, to buy and sell grain, live stock, coal and lumber. Incorporators, J. W. Showse, Francis Shaffer, David Yoder, H. J. Prichard and John D. Dietrich.

Tilden, Neb.—The Tilden Milling & Grain Co. has been organized, and incorporated with \$50,000 capital stock, to succeed the Morning Star Mill Co. The officers are: C. H. Torpin, pres., and John Phinney, secy. and treas.

DeWitt, Neb.—The Farmers Eltr. Co. is being organized to do a grain business. The company intends buying one of the eltrs. on the Burlington Ry. The officers are: Fred Kracke, pres.; Albert Ulrich, vice-pres.; C. W. Buck, secy.; Henry Damkroger, treas.

Valparaiso, Neb.—The Nebraska Eltr. Co. is not moving its eltr. as stated in this column, May 10. The office and scales are being moved. The old steam plant is being torn out and a new 18-h. p. Howe Gasoline Engine installed as well as new Fairbanks Scales.

Carleton, Neb.—The eltr. of Wm. Burk. of St. Joseph, Mo., burned recently with about 2 cars of corn, which was all the eltr. contained. The house was operated, under lease, by Mr. Carpenter. I understand that Mr. Burk will rebuild the eltr. as soon as possible. J. H. Gregg is installing a new 6-h. p. gasoline engine in his eltr. here.—Henry Wiley, agt. J. H. Gregg.

Lincoln, Neb.—Final argument was made May 11, in the suit of the atty.-general against the Nebraska Grain Dealers Ass'n. In an all day speech the attys. of the grain men contended that the state had no relief except under the Junkin act. The Uptake Grain Co. and the Central Granaries Co. filed amended answers alleging that the payment of an elevation fee of 1½¢ per 100 pounds is purely a matter of interstate commerce and not under the jurisdiction of the state court. It also is alleged the court made an error in taking the depositions instead of the oral testimony of Worrall, Long and Peavey.

## NEW ENGLAND.

Hinsdale, Mass.—Shedd & Hastings, grain dealers, are remodeling and repairing a local church property and will occupy it for business as soon as completed.

## NEW JERSEY.

East Orange, N. J.—The Twin City Cereal Co. incorporated, \$50,000 capital stock, to deal in grain, flour and feed and do a manufacturing business. Incorporators, Walter H. Sloane, Edw. Elsworth and Harry H. Picking. The Jackson Cereal Co. incorporated, \$50,000 capital stock. Incorporators, Walter H. Sloane, Edw. Elsworth and H. H. Picking.

New York, N. Y.—John H. Brett, of Mt. Vernon, a dealer in grain and feed, has filed a petition in bankruptcy. Liabilities, \$323,577; no assets. Mr. Brett made an assignment in 1905 to C. C. Ramsey, who recently paid a dividend of 35% to the creditors.

Buffalo, N. Y.—The following committees of the Corn Exchange have been appointed by Pres. Waters: Arbitration, Geo. Urban, Jr., E. M. Husted and Robert W. Chapin. Inspection and weighing, S. W. Yantis, chairman, L. S. Churchill, Fred E. Ogden, J. A. Seymour, Jr., and H. M. Barker.

New York, N. Y.—The reform party of the Produce Exchange is expected to put up a lively contest at the election of officers June 4. The official ticket is as follows: Grenville Perrin, pres.; D. D. Allerton, vice-pres.; Edw. Rice, treas. Board of governors: J. Gledhill, Wm. Knight, Chas. Rubins, A. J. Toomey, Jas. Barber and W. H. Smith.

Rochester, N. Y.—The Eastern Millers Ass'n, at a meeting held here recently, appointed a committee, of which F. F. Henry, of Buffalo, is chairman, to go to Duluth, and make arrangements for a private inspector, who would inspect all grain shipped to his employers and report back. The cost of the inspection is to be borne pro rata by all the millers who entered into the agreement.

New York, N. Y.—With reference to criticism of New York inspection Ely Bernays says: The so-called Chamber of Commerce or Produce Exchange inspection is far superior to the so-called state inspection, for this is always more or less influenced by political conditions. I can say from personal experience that New York inspection is not only far more rigid than any other in the country, but also that grain that has passed it carries a premium in price in every important country in Europe. The statement that the identity of grain shipped at Duluth is lost at Buffalo or east of that point cannot be borne out by the facts. A shipment of grain from Duluth is discharged into Buffalo eltrs. as a specific lot with a number, which follows it until it comes to New York and is loaded into the steamship. Both the railroad and the eltr. company have to certify to the identity of the lot, and there is not the slightest doubt that the identical grain sold in Duluth is loaded on the steamer in New York.

## BUFFALO LETTER.

The 13-story addition to the Chamber of Commerce building is now pretty well covered and is a very great improvement over anything in the immediate neighborhood.

An unaccountable scarcity of feed westward has sent requests to some of the feed mills lately to make shipments of their special feeds as far west as beyond Lake Michigan.

H. G. Anderson is preparing to put

his grain business into good hands for awhile and take a long trip to the Canadian Northwest, probably going as far as Calgary and Edmonton.

The grain firm of Williams & Murphy concluded not to go on as business called the members elsewhere. Mr. Murphy, who was located in Indianapolis, remained there, and Mr. Williams is with the Lackawanna Mill and Eltr. Co. here.

Low-grade and more or less hot corn that has been coming in by rail for some months show a decided falling off and it looks now as if what is to come hereafter could generally be handled by lake or in any large masses without suffering.

The eltrs. are now in excellent shape for a resumption of grain receipts, as the strike enabled the roads to clean out the stock that had begun to run over. A specially low summer-storage rate is also calculated to add to the cheapness of this route.

Buffalo was getting ready to point with pride to the good flow of grain and flour into this port when the strike stopped it. The canal fleet managed to get part of a load all round and then the supply ran out and the boats had to go into lumber or tie up.

Feed dealers are astonished to find that the return of the grazing season has not weakened the demand for all sorts of millstuffs. The slow running of the flour mills has had much to do with the scarcity of bran, which has been fairly out of market here sometimes of late.

The eltr. pool is still holding meetings without extending its mantle over the Kellogg Eltr., which seems to be prepared to repeat the big handling of last season unless some deal is fixed up. The negotiations are chiefly in the hands of Pres. Heald of the Mutual Eltr. Co., and progress is reported.

The Corn Exchange is going on smoothly in its management of the affairs on 'Change and now has over 70 members, with prospects of more soon, though there are a few very determined "outs" in the list of grain dealers. Pres. H. D. Waters has named his standing committees and was easily able to distribute the work pretty evenly.

The lake strike cut off the grain movement by water very squarely, without diverting much of it to the rail, as the receipts by both routes are decidedly small just now. A strike of only nine days ought not to have cut such a figure in this trade. Hard coal was also shut off, but iron ore and soft coal are moving much as ever.

Of course there would be a very much better state of the grain market if there was some winter wheat to sell. It has been a long time since it was so scarce. The State winter-wheat millers have about given up the effort to get a supply, as the state crop is about gone and it costs very close to a dollar a bushel to lay down a good grade of winter wheat from the West at any of these mills.

The new State winter wheat crop looks decidedly good and a big yield is promised. All that is needed is for the State millers to get up some more storage capacity and keep the grain from getting into speculators' hands and going out of the State before there is more to take its place. Manager Jewell of the Standard Company's mill at Syracuse, which uses mostly winter wheat, is preparing to do

this, as he says that is the only sure course if the State mills want to run the year round—J. C.

## NORTH DAKOTA.

Beach, N. D.—The Thorpe Eltr. Co., of Minneapolis, will build an eltr.

Chaseley, N. D.—Work has been begun on the 40,000-bu. eltr. for the Farmers Eltr. Co.

Donnybrook, N. D.—The Sisseton Lumber Co. will build a 30,000-bu. eltr. here this season.

Ellendale, N. D.—F. M. Walton has purchased one of the local eltrs. and will install a feed mill.

Arthur, N. D.—The Farmers Eltr. Co. has purchased for \$12,000 the eltr. of the Great Western Eltr. Co.

Clyde, N. D.—The Imperial Eltr. Co. will build an eltr. this summer.—F. M. Canan, agt. Amenia Eltr. Co.

Wyndmere, N. D.—About 15% of the 1905 crop yet remains to be marketed.—M. J. Furlong, mgr. Farmers Eltr. Co.

Pingree, N. D.—The eltr. for the Pingree Grain & Supply Co. will have capacity for 40,000 bus. and is the fourth eltr. at this station.

Tyler, N. D.—The Farmers Eltr. Co. incorporated, \$10,000 capital stock. Incorporators, John Tribke, H. L. Connolly, L. Zentgraf, and others.

Armourdale, N. D.—The Atlantic Eltr. Co. will build an eltr. here this summer. Some of the materials are already on the ground.—A. E. Anderson, agt. Northland Eltr. Co.

Bowdon, N. D.—The Northern Pacific Ry. will not allow eltrs. of less than 40,000-bu. capacity to be built this summer on its right-of-way in North Dakota.—H. N. Brownlee.

Cosidine, N. D.—The eltr. of the St. Anthony & Dakota Eltr. Co. burned May 16 with 8 empty box cars belonging to the G. N. Ry. Loss on eltr., \$15,000. The fire was started by lightning.

Pingree, N. D.—Two boys got their clothing caught in the shaft which runs between the engine room and the eltr. at the plant of the Occident Eltr. Co., but were rescued before they were seriously injured. The shaft was about 2½ ft. from the ground.

Sherwood, N. D.—Since Sept. 1, and prior to May 16, the grain shipments from this station have been 576 cars of wheat, or 600,000 bus., and 101 cars of flax, or 131,000 bus., making a total of 677 cars, or 750,000 bus. The grain still in eltrs. amounts to 19,000 bus. This town is but 18 months old.

Ardoch, N. D.—A warrant has been issued for the arrest of John S. Gund, agt. for the Northwestern Eltr. Co., on a charge of embezzling \$1,514, of which but \$200 represents shortage in eltr. stock and the \$200 represents a draft drawn on the eltr. company. Gund is supposed to be in Canada and steps have been taken for his extradition if he can be found.

Aneta, N. D.—John G. Gunderson, former treas. of the Farmers Eltr. Co., and M. E. Sperry, its former secy., state that their reasons for not turning over the books, papers, etc., to the present officers of the company are that the latter are incompetent to manage the affairs of the corporation and do not understand the keeping of such accounts as are necessary to its business.

Bismarck, N. D.—In the suit of Dick-

inson vs. the Winter & Ames Co. before the board of railway commissioners, the complainant was awarded \$33 damages. The dissension arose over an alleged attempt of the company to raise the dockage of flax sold to the company by the complainant after an agreement had been made as to the dockage and Dickinson appealed to the railroad commissioners. The result is a compromise.

Barton, N. D.—S. H. Waggoner, agt. for the Duluth Eltr. Co., has been arrested on a charge of embezzlement. He is accused of being short 2,000 bus. of wheat, 300 or 400 bus. of flax and 25 tons of coal. His method was, it is claimed, to report the purchase of wheat and flax, send in wheat checks with fictitious names and get cash. The shortage was discovered by a traveling auditor and he was taken to Devils Lake for a preliminary hearing.

## OHIO.

Plankton, O.—I am out of the grain business, but still continue in hay, flour and feed.—P. J. Thompson.

Good Hope, O.—Geo. T. Moore has succeeded Gordin & Thomas at this point and is the only dealer here.

Brookville, O.—The Farmers Supply Co. has purchased for \$8,000 the grain eltr. of Baker & Williamson.

Salem, O.—The office of the Salem Grain & Brokerage Co., a branch of a Cleveland concern, has been closed and local bucket-shoppers have lost heavily.

Hicksville, O.—L. A. Pugh, of Mark Center, has purchased for \$10,000 the 50,000-bu. eltr. of Ainsworth, Sheppard & Co. and will take possession July 1.—E. J. Pugh.

Milledgeville, O.—The firm of Gidding & Parker was dissolved some time ago by mutual consent, John A. Parker buying the interest of Mr. Gidding.—John A. Parker.

Galion, O.—H. J. Weaver, grain dealer, and Price & Price, hay shippers, have consolidated their business and will hereafter transact business at the eltr. of Mr. Weaver, who will be general manager.

Cincinnati, O.—The Big Four Storage Warehouse & Grain Eltr. Co. incorporated, \$5,000 capital stock. Incorporators, Geo. H. Ingalls, Geo. Metzger, C. J. Brister, F. P. Boisseau and F. H. Nipper.

Union, O.—The John Parent Co., incorporated, \$40,000 capital stock, to operate grain eltrs. Incorporators, Geo. A. Lambert, Welder G. Parent, Harry E. Parent, Alice L. Craner and Ann Parent.

Cincinnati, O.—The Early & Daniel Co. has received the government contract for 6,150,000 pounds of hay, 312,000 pounds of oats, 33,000 pounds of bran and 51,000 pounds of straw, the cost aggregating \$125,000.

Portsmouth, O.—The Portsmouth Board of Trade at its annual election recently, attended by the merchants, manufacturers and professional men, chose as pres. H. S. Grimes, who has already given 3 years to the service of the organization.

Cincinnati, O.—John Hill, Jr., of Chicago, filed a petition May 12 asking the federal court to allow more time for the Chicago Board of Trade in its suit against the W. J. Odell Commission Co. of this city. The petition states that if the time is granted it will attempt to prove that Odell and John M. Gorman were obtaining the board's quotations by means of a wire-tapping scheme against

the provisions of the federal injunction recently granted. The petition outlines the alleged discovery of an office in Philadelphia from which the Western Union trunk cable was tapped and the quotations said to have been secured. It charges that these were sent from the Philadelphia office to an office in the First National Bank building in Cincinnati over a wire leased from the American Telegraph Co.

Cincinnati, O.—The continued illness of the managing partner of Henry Heile's Sons, coupled with the fact that they have been deprived of the privileges of the Chamber of Commerce, made it necessary to dispose of their facilities for the handling of grain, hay and feed. A buyer was found in the Cincinnati Grain Co., whose business has expanded to such an extent as to demand such facilities. Ample capital was provided through Mr. John C. Droege, its president, who is also president of the Licking Rolling Mills, of Covington, Ky., and it was decided to purchase outright Henry Heile's Sons entire business interests, consisting of the 200,000 bus. elevator and hay shed located in L. & N. Ry. Yards at Latonia, Ky.; also the warehouse and elevator located on Pan Handle Ry. at Water and Walnut Sts., Cincinnati, as well as the retail store on Pike St., Covington, and all horses, wagons and other paraphernalia necessary to a successful wholesale and retail trade. Mr. Peter Van Leunen, who will be manager of the new concern, has been identified with the grain and hay business of Cincinnati more than a quarter of a century, and is therefore well known by shippers and receivers. It will be the policy of the Cincinnati Grain Co. to conduct its vast interests in a manner that will not only win but hold the confidence of the trade and it is realized that this can only be brought about by honest, straightforward and legitimate methods.

## TOLEDO LETEER.

North Liberty, O.—W. H. Potter has sold his eltr. and grain business to W. P. O'Brien.

In view of the stench arising from the drying of grain on the East Side, complaints have been registered with Mayor Brand Whitlock, who has ordered the nuisance abated.—H. D.

## OKLAHOMA

Foraker, Okla.—L. C. Pierce, of Agra, is building the first eltr. at this station.

Morrison, Okla.—M. H. Whaley has succeeded G. A. Abbott in the grain business.

Fairview, Okla.—W. W. Miller & Son have sold their eltr. to the Fairview Grain & Eltr. Co.

Guthrie, Okla.—The Capital Grain Co. will erect a cleaning eltr. Work will be begun about July 1.

Oklahoma City, Okla.—The Grain Dealers Ass'n of Oklahoma and Indian Territories held its annual meeting here May 23.

Enid, Okla.—The Garfield County Milling Co's eltr., which was burned Apr. 18, has been rebuilt and will receive grain next week.

Alva, Okla.—The Alva Mill & Eltr. Co. incorporated, \$20,000 capital stock. Incorporators, Geo. A. Harbaugh, E. M. Blue and W. A. Chain.

Stillwater, Okla.—The Stillwater Mill & Eltr. Co. incorporated, \$50,000 capital



stock. Incorporators, C. F. Babcock, S. W. Keiser and Peter Babcock.

Canton, Okla.—The Stevens-Scott Grain Co., of Wichita, Kan., has completed a 10,000-bu. eltr. on the Orient Ry. It will be operated by the Canton Grain Co.

Verden, Okla.—The Home Grain Co., of Kansas City, is building a 20,000-bu. eltr. here, also at Carnegie, Okla., and Brewster, Kan.

Roosevelt, Okla.—The Roosevelt Grain & Eltr. Co. incorporated, \$5,000 capital stock. Incorporators, T. B. Doughitt and L. C. Ford, of Roosevelt, and J. W. Dickson, of Hobart.

## OREGON.

Pendleton, Ore.—Kerr, Gifford & Co. will tear down their large warehouse here and it will be shipped to some point in Washington.

## PENNSYLVANIA.

Summit Station, Pa.—The grain eltr., flour mill and cider mill of Calvin Rollman at Roeders burned recently. Loss about \$15,000; partly insured. The fire was of incendiary origin.

Pittsburg, Pa.—C. A. Foster is mailing key rings and an enthusiasm-breeding letter to many dealers, in the hope of inducing all the live fish who swim up stream to come out to National Ass'n meeting and help along the good work.

Newville, Pa.—The Ficks Grain & Feed Co., C. K. Ficks, mgr., has turned down a number of drafts made against grain sold to it and shippers have been unable to obtain settlement of losses incurred. Of course the market declined.

Pittsburg, Pa.—D. Lowenstein is accused of having solicited and received consignments without intending to pay. Three dozen witnesses appeared in the federal court recently to testify against him. The case was continued to October and Lowenstein released on bail. One of the names under which he went was Lowenstein Bros. Co., and shippers who looked up rating found Lowenstein Bros. good, but they have no connection with Lowenstein. As far as known he never paid for any of the consignments. Some of the shippers came from Iowa and Missouri to testify. Dealers in beans, meal, flour and provisions are said to be the principal victims.

## PHILADELPHIA LETTER.

Straw hats are rapidly ripening among the grain men and Messrs. Pultz, Markley, Billy Hobson, the Millers, and Ed Delp are said to have left their measures.

The planked shad dinner of the combined membership of the official regulars of the Corn Cob and Backbone Clubs of the grain flour was a successful affair Friday afternoon at the orchards in Essington. There were big and little fish stories galore and a jolly good time all around.

The "show ups" on the railroad companies at the Interstate Commerce Commission hearing here, bringing out all manner of "grafts" and "stock present favors," under the "rebate" investigation, is creating a kind of business earthquake against the discriminating methods of the big transportation companies and in favor of the trades people generally.

Changes in the market here are few. Cash wheat keeps high. Wheat flour rules firm under light demand. Cob corn about done out for the season; shelled

corn ruling steady to firm; feed in rather limited supplies and strongly held, and choicest oats realizing full values under a fair demand. Hay and straw are not quite so firm as formerly, and arrivals are largely of medium and common sorts.

Major Elisha A. Hancock, of Hancock & Co., died May 18, aged 67 years, after an operation for appendicitis. Major Hancock started in the grain shipping business at Wilkes-Barre with his brother in 1875. The firm of Hancock & Co. was merged into the firm of Hancock, Grier & Co. in 1878, but in 1884 was again established as Hancock & Co., whose exporting business at the present time is very large. Major Hancock was elected pres. of the Commercial Exchange in 1884, 4 years after removing to Philadelphia. The Exchange took suitable action, sent flowers and a large delegation attended the funeral. A son, Jas. Hancock, is a director of the Exchange.—S. R. E.

## SOUTH DAKOTA.

Fedora, S. D.—Eltrs. will be built here by Fox & Peterson and W. Z. Sharp.

Gary, S. D.—The Atlas Eltr. Co. has purchased the eltr. of Wm. Rohweder.

Delmont, S. D.—The Farmers Eltr. Co. has been incorporated with \$10,000 capital stock.

Canova, S. D.—Work has been begun on the Maloney Eltr., the foundation of which was laid last fall.

Verdon, S. D.—The Farmers Eltr. Co. contemplates building this summer eltrs. at 2 proposed new towns on the M. & S. L. Ry.

Valley Springs, N. D.—We have purchased the flat house of C. M. Johnson and will change it into an eltr.—Plymouth Eltr. Co., Sioux Falls.

Watertown, S. D.—Suit has been brot against the Atlas Eltr. Co. by Mrs. Nancy K. Dobbs to recover money for an alleged conversion of grain.

Eureka, S. D.—Parties from Webster have secured an option for the purchase of the eltr. of Daniel Mettler. The consideration is said to be \$3,000.

Rutland, S. D., no P. O.—The farmers have organized to build and operate a grain eltr. This is a new town on the D. C. Ry. 8 miles north of Wentworth.

Fairview, S. D.—The Farmers Eltr. Co. has been refused a site by the C. M. & S. P. Ry. and the farmers have petitioned the board of railroad commissioners for assistance in securing a site.

St. Lawrence, S. D.—The Eagle Roller Mill Co., of New Ulm, Minn., is building a 6,000-bu. eltr. G. W. Van Dusen & Co. will change their house into an eltr., which will cost about \$3,000.—W. J. Davey.

Junius, S. D.—The Pipestone Eltr. Co., of Pipestone, Minn., has purchased the flat house of Z. Sharp. The house will be cribbed up and the capacity increased to 25,000 bus.—E. C. Morrill, mgr. Farmers Eltr. Co.

Mitchell, S. D.—F. L. Moyer will build an addition to his flat house and remodel it into an eltr. The Reliance Eltr. Co. will remove its eltr. to another spur track to make way for the new depot of the C. M. & S. P. Ry.

## SOUTHEAST.

Gaylord, Va.—W. E. Reed will build an eltr. soon.

Boyce, Va.—John W. Jarvin will build

a grain eltr.—Reed Long, Rippon, W. Va.

Gulfport, Miss.—The Gulfport Grain Eltr. Co. has let the contract to the Holmberg Engineering Co. for the erection of a grain eltr.

Atlanta, Ga.—Holbrook & Smith have succeeded the Warren Grain Co. They have purchased a site and will build an eltr. this year.—J. H. Everett & Son.

Montgomery, Ala.—The United Selling Co. will take possession June 1 of the warehouse at the intersection of the Western of Alabama Ry. and the L. & N. Ry.—W. A. Davis, pres.

Charleston, W. Va.—A fistic encounter occurred recently at the grain and hay plant of John A. Carr, when he with 3 others are said to have attacked a member of a commission firm on account of some trouble in settlement of an account for hay. It is alleged the visitor tried to run off with the documents.

## TENNESSEE.

Union City, Tenn.—The Western Tennessee Grain Co. incorporated, \$8,000 capital stock.

Harriman, Tenn.—The Harriman Milling Co. contemplates making improvements in its plant.

Knoxville, Tenn.—Gen. John F. Horne, senior member of the firm of Horne & Goans, at Loudon, Tenn., died May 8, aged 63 years.

Cleveland, Tenn.—W. P. Sykes has let the contract for the erection of a 125-barrel mill. He is also building an eltr. and will install a 1,200-bu corn mill.

Memphis, Tenn.—Two negroes were arrested recently for stealing oats from a car in the Frisco yards. Several of them had broken open a car of grain and had stolen 40 sacks when they were discovered.

Memphis, Tenn.—The Supreme Court at Jackson on May 12 affirmed the decisions of the lower court in the suits of the Choctaw Eltr. Co. against the J. Rosenbaum Grain Co., and A. R. Frank against the Choctaw Eltr. Co.

Nashville, Tenn.—The assets of the bankrupt Atlas Milling Co. were sold recently for about \$2,500 above the liens on the property, but it is reported that the sale will be set aside partly as an advanced bid will be received upon the property.

Memphis, Tenn.—The Columbia Star Milling Co., of Columbia, Ill., recently filed a general creditors bill against the B. I. Busby Co. Liabilities believed to be about \$60,000; assets will not exceed \$40,000. Thos. B. Caldwell, master in chancery, has been appointed receiver of the business.

Memphis, Tenn.—W. Preston Battle, vice-pres. of the Merchants Exchange, has been appointed pres. to fill the vacancy made vacant by the resignation of Ben I. Busby. Jos. W. Wade has succeeded Mr. Battle as vice-pres., and Geo. D. Burgess has been chosen to succeed him as second vice-pres.

## NASHVILLE LETTER.

Miller & Co., local grain dealers, have begun work on an addition to their eltr. and warehouse, the same to cost \$1,200.

The fire insurance convention in this city has been of great interest to the grain men and several of them were active workers in its organization. As a result Sam G. Douglass, pres. Merchants Exchange, was chosen pres. and W. R. Cornelius, Jr., secy. of the Exchange, secy.

of the permanent organization that was formed, and which is styled the Tennessee Business Mens' Fire Insurance Convention.

During the past 2 weeks there has been a most excellent and shipping demand for corn, though wheat has been dull and inactive owing to the sluggish movement of flour. Oats are also in moderate shipping demand. The recent course of the market has been widely influenced by weather conditions, there being a growing fear of possible damage to crops owing to lack of sufficient moisture in certain directions, and with further continuance of these conditions the prices will go higher.—R. N. C.

## TEXAS.

Ft. Worth, Tex.—Barkley & Hager have succeeded H. H. Hager.

Stephenville, Tex.—Bird & Justice have succeeded Patton Bros. & Co. in the grain business.

Waco, Tex.—The Crouch & Rowe Grain Co. has succeeded the H. H. Crouch Grain Co.

Beaumont, Tex.—The Josey-Miller Co. incorporated, \$6,000 capital stock, to do a grain business.

Valley Mills, Tex.—H. B. Sears contemplates some improvements in his eltr.—A. O. McNeill.

Ft. Worth, Tex.—Boone Kirk will increase the storage capacity of his eltr. and warehouse to 100,000.

Gainesville, Tex.—Mr. Burgess and H. H. Haines, formerly with Harris, Scotten Co., have formed the Burgess Grain Co.

Fort Worth, Tex.—The annual meeting of the Texas Grain Dealers Ass'n has been held here yesterday and to-day.

Quanah, Tex.—Clarence H. Carleton, of Cawker City, Kan., has purchased the eltr. of A. W. Wilkinson and will operate it.

McKinney, Tex.—The McKinney Eltr. Co. incorporated, \$30,000 capital stock. Incorporators, J. S. Heard, J. P. Crouch, Ben Hill, C. M. King and others.

Fort Worth, Tex.—The arbitration committee of the Texas Grain Dealers Ass'n held sessions May 4 and 5 and disposed of 10 cases, involving \$2,000.

Ft. Worth, Tex.—The Home Grain Co., of Kansas City, with \$150,000 capital stock, has been granted permission to do business in Texas, with headquarters at Ft. Worth.

Ballinger, Tex.—We are principally a cotton country now. As long as the price of cotton remains as it is grain raising will decrease.—W. J. Miller, secy. Missouri Milling Co.

Texarkana, Tex.—The eltr. of the Rosbrook-Josey Grain Co. burned recently with a quantity of grain stored in the eltr. and 2 box cars loaded with corn. Loss, \$12,000; insurance, \$5,000.

Bellevue, Tex.—The tornado which destroyed most of this town merely moved the eltr; and its contents, 1,000 bus. of wheat, onto the railroad track. The office and driveway were scattered over several counties. Frank Kell says the pit was left undisturbed. The eltr. is being rebuilt.

Marshall, Tex.—The Pitts Mill & Eltr. Co. has been organized and will be incorporated to operate the eltr. and corn mill being built by W. L. Pitts. The house will have capacity for 1,000 bags of chops per day and 250 barrels of meal.

It is 36x64 ft., with head house 14 ft. wide. The working floor is 42x36 ft. with all bins overhead. A power shovel and belt conveyor will be installed.

Amarillo, Tex.—The D. D. Dewing Grain Co., of Wichita, Kan., will build a 25,000-bu. eltr., and a warehouse in connection with 30,000 bus. storage. The contract has been awarded to M. J. Travis. The house will be equipped with 35-h. p. Olds Gasoline Engine, Monitor Cleaning Machinery, No. 8 Bowsher Feed Mill and also a complete plant of 2,000 bus. capacity for making corn meal on the C. R. I. & P. R. R. The plant will be a combination of cement and wood construction, all wood work to be covered with galvanized iron.

## WASHINGTON.

Spokane, Wash.—The Farmers Grain & Supply Co. has been incorporated.

Everett, Wash.—Cardle Bros. will build a 50x120 ft. grain and feed mill, to cost \$12,000.

Kahlotus, Wash.—The Kahlotus Warehouse & Milling Co. incorporated, \$15,000 capital stock. Incorporators, M. L. Weston, J. O. McKinney, T. C. Martin, and others.

Spokane, Wash.—The Campbell-Sanford-Henley Co., of Portland, has purchased the eltrs. of the Spokane Grain & Milling Co. at Waverly, Tekoa and Latah, and this business will be managed by Claude Renfrew, with headquarters at Latah. The Spokane Grain & Milling Co. retains its milling business.

## WISCONSIN.

Racine, Wis.—The civic federation of Racine is planning steps to be taken in closing the two bucket shops in this city.

Milwaukee, Wis.—J. W. P. Lombard has been elected trustee of the gratuity fund, to succeed Chas. Ray, whose term has expired. The term is for 3 years.

Milwaukee, Wis.—Jas. E. Crawley, a former grain inspector of the Chamber of Commerce, committed suicide May 16 by shooting himself. Ill health is supposed to have been the cause.

Superior, Wis.—Gregory, Cook & Co. have decided not to rebuild the Commander Mill in Superior, giving as the reason that they do not consider it advisable under the present Wisconsin grain and warehouse law.

Superior, Wis.—S. P. Christensen, chief inspector for the Wisconsin Grain & Warehouse Commission, and T. F. Wadsworth, treas. of the Minneapolis Stock, Bond & Grain Co., have been admitted to membership in the Board of Trade.

Milwaukee, Wis.—The following for membership in the Chamber of Commerce have been approved by the directors: Dr. Jas. A. Bach and M. J. Conley, Milwaukee; Wm. Rosted, Chicago; G. L. Meine, Sleepy Eye, Minn.; John Larkin, Madison, S. D.; D. W. Holmes, Beloit, Wis.

Manitowoc, Wis.—Complaint has been made to the state railroad commission that the C. M. & St. P. R. R. discriminates against this city. The Manitowoc Malting Co. charges that there is a difference of 5c per 100 pounds in the rate from Chilton to this city and from there to Milwaukee and Chicago.

Superior, Wis.—The Wisconsin Grain & Warehouse Commission has decided to take an appeal from the decision of Judge Sanborn to the circuit court at Chicago. The temporary injunction re-

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and thus fortifying themselves against competition and picking the plums the other fellow cannot reach. There are too many stained oats in this year's crop to permit of fair margins without purifying. Write us for descriptive booklet and samples. It's worth your while.

## Caldwell & Barr

Earl Park, Indiana.

NOTE.—We have been granted and now own four U. S. Letters Patents covering the art and mechanism for purifying grain. Unauthorized parties who do not own any patents, and who have no license to operate under any patents, are endeavoring to construct and sell purifying or bleaching plants. Elevator owners, in order to protect themselves, should compel such unauthorized parties to give them a thoroughly good and responsible indemnifying bond against costs of infringement suits and damages, as we shall institute infringement proceedings against elevator owners in every case where our patents are infringed.



## Elevator Mover

Elevators and other large buildings moved from one location to another.

Work guaranteed.  
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**D. S. NELSON, Larimore, N. D.**



straining the Commission from interfering with the business of the Globe Eltr. Co. will remain in effect until final decision

Milwaukee, Wis.—B. G. Ellsworth states that the Chamber of Commerce will take no action to invoke the Illinois law against trading in "ups" and "downs" by the Chicago Board of Trade. A telegram was received May 16 from Atty-Gen. Stead of Illinois that no complaint had been made of Chicago brokers trading, and that he has taken no action against the Chicago board. S. W. Tallmadge claims that the indemnity is a violation of the Illinois insurance law.

Milwaukee, Wis.—Grain receivers, desiring more time in which to keep grain in cars without paying demurrage while awaiting sales, have unanimously petitioned the directors of the Chamber of Commerce to have the transportation committee intercede for them with the car service ass'n, and the directors have instructed the committee to take such action. The following is part of the resolution adopted: "The 48 hours' free time on demurrage now allowed is needed by buyers, which allows no free time for receivers to make sales on the second day and to send samples to Chicago when not saleable on the day of arrival."

#### MILWAUKEE LETTER.

The decision issued recently by the arbitration committee against the Milwaukee Eltr. Co., as published in this column May 10, does not affect the validity of reinspection, when called for immediately after the arrival and sale of grain.

Delegates from the Milwaukee Chamber of Commerce to the annual convention of the Grain Dealers National Ass'n will be more representative this year and a stronger lot of men collectively than any who have previously attended such gatherings.

"I regard with great satisfaction," said Mr. E. P. Bacon, "the railway rate bill as it finally passed the Senate. The prolonged and thorough discussion of the measure in that body has resulted in greatly enlarging its scope and increasing its effectiveness, and probably in removing any doubt as to the constitutionality of its various provisions. The court review amendment finally adopted merely designates the court that shall have jurisdiction and provides that an appeal therefrom shall lie only to the supreme court; effective provision is made for expediting proceedings. In case of any order of the Commission being contested, the burden of proof is placed on the railroads to show that it is unlawful or invades their constitutional rights. This is a complete reversal of the relations heretofore existing between the carriers and the public." Mr. Bacon went on to say, however, that the legislation, while a greater step forward than its friends have lately dared to hope for, must be regarded as only the beginning of a constantly increasing control on the part of the government over public service corporations.

—C. T.

D. H. Houston, breeder of prize-winning blue stem wheat, died recently at Fargo, N. D.

Hearings on the denatured alcohol bill were closed May 12 by the senate committee on finance, and amendments will now be considered.

## Books Received

ALFALFA IN ILLINOIS is the title of the third edition of Bulletin No. 76, recently issued by the University of Illinois Agri. Exp. Sta., Urbana, Ill.

INDIANA PLANT DISEASES.—Smut and rust on oats, wheat and corn during 1905 in Indiana is briefly considered in Bulletin No. 111 of the Agri. Exp. Sta. of Purdue University, Lafayette, Ind., with methods of combating these diseases.

STATISTICAL ANNUAL.—Grain trade, pork packing and crop statistics for the year ending Mar. 1, 1906, with comparisons extending many years back, are given in the statistical annual published by Chas. B. Murray of Cincinnati, O. Paper; 28 pages; price, 25c.

MAINTENANCE OF SOIL FERTILITY IN GRAIN FARMING is the title of the February Bulletin of the Missouri State Board of Agri., giving the results of 40 years experience in Ohio, and an address delivered in the Agri. College by Professor J. H. Pettit of Urbana, Ill. Illustrated; 38 pages.

CORN IMPROVEMENT was the subject of discussion at the recent meeting of the Missouri Corn Growers Ass'n under the auspices of the State Board of Agri., and the most practical of the papers read are published in the January Bulletin of the Board, sent free on application to Geo. B. Ellis, Secy., Columbia, Mo.

CONCRETE CONSTRUCTION.—Grain elevator operators who contemplate building cement boot pits, scale foundations, water tanks, or underpinning, will be greatly interested in a pamphlet on Concrete Construction prepared by one of the largest manufacturers of Portland cement. Specifications scientifically accurate but plainly stated are given to cover so great a variety of different kinds of concrete constructions that the builder easily can select the combination suited to his requirements. Instructions are given for mixing, measuring, proportions, forms, reinforcing, design of beams, costs, and tools. Methods of construction are explained by a large type text and 44 detail drawings. Illustrated with 92 handsome halftone engravings showing almost every use to which concrete is put. This 127-page book is sent free of charge to readers of the Grain Dealers Journal on application to the Atlas Portland Cement Co., 30 Broad street, New York.

RUST PROBLEMS, Facts, Observations and Theories and Possible Means of Control, are the subjects of Bulletin No. 68 of the North Dakota Exp. Sta., which aims to provide the people of the spring wheat region with a compendium of the theories and known facts involved in the rusting of the cereals and to give lines and results of new experiments and to cite farm practices which give most promise of future success in preventing crop destruction by these fungus pests. In this modest pamphlet Professors Henry L. Bolley and E. J. Pritchard have accumulated about all that is known of rust and explain away the erroneous theories of its origin. It is demonstrated clearly that heavy weight seed graded from a rusted crop excelled in yield heavy weight wheat of the same variety which had not been subjected to rust attack the previous season. Heavy weight wheat graded from a badly rusted crop showed markedly great-

er resistance to rust. North Dakota Agri. College, Fargo; profusely illustrated; 66 pages.

#### Association Meetings.

May 31-June 1st, Minneapolis, Minn.—The Tri-State Grain Dealers Ass'n. will hold its annual meeting, low rates being granted from many points in the country to that city on account of the annual meeting of the Federation of Womans' Clubs. However, no dealer will be permitted to attend the Federation meetings.

June 4-5th, Chicago, Ill.—The Grain Dealers Nat'l. Ass'n. will hold its Tenth Annual Meeting in the Auditorium Hotel, where a banquet will be given by Chicago receivers on the evening of the last day.

June 12-13th, Peoria, Ill.—The Illinois Grain Dealers Ass'n. will hold its annual meeting and be entertained on the second day by a pleasure trip up the Illinois River, which affords one of the most picturesque rides to be found anywhere.

June 26, 27 and 28, Toledo, O.—The American Seed Trade Ass'n will hold its annual meeting.

June 27th, Indianapolis, Ind.—The midsummer meeting of Indiana Grain Dealers Ass'n. will be held at Claypool Hotel.

July 3, 4 and 5th, Put-in-Bay, O.—The Nat'l. Hay Ass'n. will hold its annual meeting and expects every hay dealer to bring more than a pocketful of hay with him for exhibit of samples.

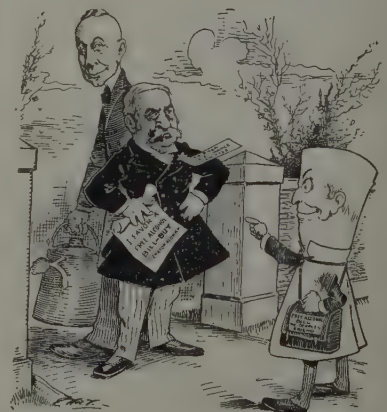
July 6-7th, Put-in-Bay, O.—The Ohio Grain Dealers Ass'n. will again meet at Put-in-Bay to permit its members to take advantage of the beginning of the open season at the Casino, the bathing beach and slot machines. Every Ohio dealer will be required to attend.

#### Imports and Exports of Hay.

Hay imports for the 9 months prior to Apr. 1 were 44,180 tons; compared with 38,657 tons for the corresponding period of 1904-5.

Hay exports for the 9 months were 54,905 tons; compared with 48,968 tons for the same months of 1904-5, as reported by O. P. Austin, chief of the bureau of statistics.

The house committee on expenditures, of which Mr. Littlefield is chairman, is about to begin an investigation of the dept. of agri., not to look for graft, but to devise more economical methods.



Alcohol Bill (to Senator Aldrich)—Who's Your Friend?—Minneapolis Journal.

## Program of National Meeting.

The program for the 10th annual meeting of the Grain Dealers National Ass'n, which will be held at the Auditorium Annex, Chicago, June 4 and 5, is as follows:

### MONDAY MORNING, JUNE 4TH.

10:00 A. M. Invocation: Rev. Smith Thomas Ford, Chicago.

Address of Welcome: Geo. F. Stone, Secretary Board of Trade, Chicago.

Response to Address of Welcome: Charles England, 1st Vice-President, G. D. N. A., Baltimore, Md.

President's Address: M. F. Dunlap, O'Fallon, Mo.

Executive Committee's Report: Revised Constitution and By-Laws, Henry L. Goemann, Chairman, Toledo, O.  
Appointment of Committees.

### MONDAY AFTERNOON.

2:00 P. M. Secretary-Treasurer's Report, John F. Courcier, Toledo, O.

Arbitration Committee Report: Warren T. McCray, Chairman, Kentland, Ind.  
Reciprocal Demurrage: O. A. Burks, Decatur, Ill.

Report of the Membership Committee: A. G. Tyng, Chairman, Peoria, Ill.

Uniform Grades, E. L. Rogers, Philadelphia, Pa.

### TUESDAY MORNING, JUNE 5TH.

9:00 A. M. Organization: E. M. Washmuth, Pres., Indiana Grain Dealers Ass'n, Roanoke, Ind.

Better Crop Reports: George A. Wells, Sec'y Iowa Grain Dealers Ass'n, Des Moines, Ia.

Report of Legislative Committee: H. E. Halliday, Chairman, Cairo, Ill.

Southwest: Mr. W. C. Goffe, Kansas City, Mo.

Report of Trade Rules Committee: Arthur R. Sowers, Chairman, Chicago, Ill.

Mutual Fire Insurance: C. A. McCotter, Sec'y, Grain Dealers Mutual Fire Insurance Company, Indianapolis, Ind.

### TUESDAY AFTERNOON.

2:00 P. M. Report of Committee on F. O. Paddock's Niagara Falls Address; Charles England, Chairman, Baltimore, Md.

Terminal Facilities: Daniel P. Byrne, St. Louis, Mo.

Informal Discussion:

Uniform Confirmations.

Uniform difference in price of off-grades.

Uniform method for tracing shipments. Grain Improvement.

(Any of these subjects may be taken up under special order at the discretion of the meeting.)

Unfinished Business.

New Business.

Committee Reports:

Auditing Committee.

Resolutions Committee.

Nominating Committee.

Election and installation of officers.

Adjournment.

Consul Pike, of Zittau, furnishes figures from the official statement relative to German crop statistics for the year 1905, from which it appears that bread-stuffs (rye and wheat) were harvested to the amount of 13,750,000 tons, which is 500,000 tons less than the harvest of the preceding year. On the other hand, the potato crop was 9,250,000 tons in excess of 1904, making a total of 48,333,000 tons. Hay also shows an increase, but oats and summer barley a marked decrease in the crop.

## Exports.

Buckwheat exports during the 9 months prior to Apr. 1 were 632,499 bus.; compared with 264,510 bus. for the corresponding months of 1904-5.

Broom corn exports for the 9 months were valued at \$186,180; compared with \$173,451 for the corresponding months of 1904-5.

Glucose exports for the 9 months were 140,647,532 pounds; compared with 126,044,178 pounds for the corresponding months of 1904-5.

Malt exports for the 9 months were 749,233 bus.; compared with 323,082 bus. for the same months of 1904-5, as reported by O. P. Austin, chief of the bureau of statistics.

## Lost \$500.

"A grain man with an elevator to sell and a man in another town who wanted to buy paid a broker \$500 for telling them they could trade. This seems like an overcharge for carrying such a little information, but sometimes folks think anything is cheaper than advertising. The \$500 did look big after they compared notes.

"Why didn't you tell me your elevator was for sale?" asked the man.

"You never asked me," replied the other. "How could I know you wanted to buy?"

"When you have something to sell don't take it for granted that every person who wants to buy will know all about it without being told.

"You can get the Grain Dealers Journal to tell your story to more people in less time and for less money than anybody else. Better give it the job—that's the way others do."

## Grain Trade Suffered in the Earthquake.

In the ruin wrought by the earthquake the grain trade of San Francisco suffered in common with the other activities of the Golden Gate.

All of the ten flour and feed mills were destroyed.

Every warehouse was burned, with two exceptions, the Atlantic Warehouse and one grain warehouse on the sea wall.

The Merchants Exchange bldg., in which the grain trade had headquarters, was badly damaged.

After the first shock of disaster the grain dealers and millers announced their purpose to resume business as soon as possible. The grain merchants have opened temporary offices and the millers are arranging to rebuild. The first and second floors of the Merchants Exchange bldg. have been cleared, and the Exchange has resumed its report on shipping.

The San Francisco Merchants Exchange bldg. was one of the handsomest structures of the Pacific Coast. The building is 200 ft. high, the three lower stories being of dressed granite, and those above of pressed brick and terra cotta. The partitions are of metal lath and hard wall plaster, and the corridors throught have marble floors and wainscoting. Like other sky-scrapers this 14-story building has a steel frame, which saved it from collapse. The floors were of cinder concrete covered with wood and the offices were finished in oak. Several of the floors were burned out and the building will have to be overhauled.

## The Burlington Route

calls attention to manufacturers seeking a new location to its Industrial Department. This department is established for the benefit of manufacturers. Information on the three Rs of manufacturing—Power, Raw Material, Market—can be had by writing



W. H. MANSS,  
Industrial Commissioner  
209 Adams St.,  
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CLEANERS

Long on Suction



SAVES YOU WASTE

THE KNICKERBOCKER CO.

Jackson, Michigan



## Feeding Wheat Screenings to Sheep.

The fine quality of mutton made by feeding wheat screenings to sheep has led stockmen to engage in the industry extensively wherever the three necessary conditions of good supply of screenings, plenty of lambs and a good market for the fat sheep existed.

In the northwest one of the most profitable outlets for the disposal of wheat screenings has been found in the feed yards at the twin cities of Minneapolis and St. Paul; and in the past few years many smaller sheep feeding yards have

quantity of wheat is gradually increased, while thus getting the sheep "on feed."

The feeding period is 90 to 100 days, beginning late in November. The lambs are sheared in February, and, being relieved of the weight of the fleece, make rapid gain in meat. At Port Arthur in the late fall lambs are bot at \$2 a head. The sheep have prairie or clover hay and are given the screenings in self feeders. Stock salt is kept in the troughs at all times.

Sheep for feeding in open yards are better when of the close woolled grades, crosses of Down breeds or the Merino grade. The more open fleeced sheep will

thrive in closed sheds. In very cold climates the bare legged, open fleeced sheep need sheds. The animals thrive best in dry and sunshiny weather.

Terminal elevators seldom have room for sheep pens, but by co-operating with others can get the most out of their screenings.

## Corn Oil and Cake Exports.

Exports of oil cake for the 9 months prior to Apr. 1 amounted to 36,944,602 pounds of corn oil cake and 580,961,445 pounds of linseed oil cake; compared with 17,115,041 pounds of corn oil cake and 498,242,857 pounds of linseed oil cake for the same months of 1904-5.

Exports of corn oil during the 9 months were 2,885,736 gallons; compared with 2,741,645 gallons for the same months of 1904-5, as reported by O. P. Austin, chief of the bureau of statistics.

## Imports and Exports of Rice.

Imports of rice and rice products for the 9 months prior to Apr. 1 were 43,464,730 pounds of rice and 68,799,751 pounds of rice flour, rice meal and broken rice; compared with 35,029,755 pounds of rice and 50,595,116 pounds of rice flour, rice meal and broken rice for the corresponding months of 1904-5.

Exports of rice and rice products for the 9 months were 3,179,596 pounds of rice and 32,064,513 pounds of rice bran, meal and polish; compared with 58,823,474 pounds of rice and 32,493,690 pounds of rice bran, meal and polish for the same months of 1904-5.

Exports of foreign rice and rice products for the 9 months were 8,232,135 pounds of rice and 1,064 pounds of rice flour, rice meal and broken rice; compared with 7,940,967 pounds of rice and 10,000 pounds of rice flour, rice meal and broken rice for the corresponding months of 1904-5, as reported by O. P. Austin, chief of the bureau of statistics.

Senator Aldrich has withdrawn his opposition to the free alcohol bill.



King's Elevator, Port Arthur, Canada. Where Screenings Are Cleaned Out.

been conducted at interior points on a smaller but none the less profitable scale.

For the first time the feeding of sheep on a large scale in Canada was begun last fall at Port Arthur, Ont. The great quantity of screenings turned out by the cleaning houses, one of which, King's elevator, is illustrated in the engraving herewith, led to the establishment of sheep feeding yards which are expected to become the largest in America. The yards were stocked this winter with several thousand sheep, and the extension of the industry is only limited by the difficulty of getting lambs to feed and finding a market for the muttons. The engraving herewith shows some range bred ewes being fed screenings in the yards of the North American Live Stock Co.

Many car-loads of screenings have been shipped in recent years from Manitoba to the Twin Cities, paying \$1.50 duty and \$3.50 freight per ton, which will be saved by feeding the grain in Canada.

Beginners in sheep feeding will do well to look carefully after certain points in feeding if their venture is to be profitable. Overfeeding at the start and subsequent loss from indigestion is a common mistake. A week or more should be allowed before the sheep are permitted to take their fill at the feeders, and even then the screenings are selected, containing few kernels of wheat, mostly weed seeds and straws a few inches long. The



Feedings Screenings to Range Bred Ewes at Port Arthur, Canada.

## Supply Trade

The anchor of the business man is labeled "printers' ink."

M. J. Travis of Wichita, Kan., reports the outlook good for elevator building over all the West.

Some manufacturers say they cannot afford to advertise. They make a mistake; they cannot afford NOT to advertise.

You should create a demand for new goods by advertising their merits, and should hold the sale of old goods by keeping their good qualities before the public.

Ames & Harris, manufacturers of grain bags, whose warehouse at San Francisco, Cal., was burned, have rented a warehouse at Stockton, and later will erect a bag factory.

The American Brewing Trade List for 1906 has been issued by the *American Brewers Review*, Chicago, and contains a list of all the brewers in the United States and Canada.

Geo. L. Stringer, who has been with the Midland Machinery Co., of Minneapolis, Minn., for several years, has gone with the Minneapolis branch of Fairbanks, Morse & Co.

P. J. D. Lormoyeux and J. B. Jones have bot an interest in the patent of C. L. Groves on a grain loader and will begin the manufacture of the device at Hartford City, Ind.

The Berger-Carter Co., Pacific Coast agents for the Huntley Mfg. Co., of Silver Creek, N. Y., who suffered in the San Francisco fire, have taken temporary quarters at Oakland, Cal., and will resume business with a larger stock than ever.

The American firm which installed a dust-collecting system in the Crown Grain Co.'s elevator at St. Boniface, Man., has lost its suit to recover \$2,000, the balance due, because, altho the contract was completed Apr. 20, the lien was not filed until July 2.

P. H. Pelkey of Wichita, Kan., has established a branch office at Wichita Falls, Tex., with F. F. Morley as manager. Mr. Pelkey's elevator work in Texas has increased so much within the last 3 or 4 months that it is impossible to handle it from the Wichita office.

Under the Cuban laws regulating trademarks, the mere act of registration of a trade-mark in the Island of Cuba gives absolute and exclusive right to the use of that trade-mark in the domains of the Cuban Republic to the party who has so registered the mark, to the exclusion of the rightful owner, priority of adoption and of use not being recognized as a basis of ownership in the slightest degree. The result of the operation of this law is that a citizen of Cuba may register any well established and valuable American trade-mark not already registered in the island, and thus become the sole and exclusive owner of that trade-mark in the domains of the Cuban Republic without the knowledge or consent of the original American owner. Manufacturers who have had difficulty with their trade-marks in Cuba are requested to write to the executive committee of the Merchants Ass'n of New York.

## Improvement of Crop Reports.

Majority of our people are agriculturists and farmers. Farmers produce while agriculturalists profit directly from their results. There are six million farms and twelve million farmers in the United States, not including the city farmers on the Boards of Trade. A few years ago prosperity depended almost entirely upon the crops. Large crops at profitable prices have made our country wealthy, developed manufacturing and other interests. Every wise manufacturer, jobber and retailer watches the reports and regulates their product and orders by the general crop outlook. Farmers, millers, grain dealers, railroads and many others are directly interested in the result. They all want reliable crop reports. They are a business necessity. Congress does not appreciate this fact.

Official guesses are made by the Department of Agriculture and some of the State Bureaus. They are based upon regular reports from almost every important township. This amounts to over a thousand reports from some of the states. Agricultural Bureau also has separate county and state reports and some field agents, who make personal examinations and report separately from the regular correspondents, who are mostly farmers. Some think the farmers belong to the Crop Killers' Union and are pessimistic. County correspondents are expected to make the proper allowance in their estimates. We have made private annual guesses on winter wheat for twenty-six years. We gather our information from grain and seed men, millers, bankers and general dealers, rather than from the farmers. Some good and some bad private guesses are made by trade papers. They are all based upon a limited number of reports.

Crop reports should have a uniform standard. They have not at present. This is why the national and some of the state reports do not agree. Ohio compares its wheat figures this year with an average crop. National figures are compared with a full crop. Kentucky compares with a five-year average. National and State Bureaus should get together and establish a standard. Trade associations should ask Secretary of Agriculture Wilson to take the initiative, define what an average or full crop means, see that the crop correspondents understand and use the same standard.

Crop reports should be improved. National Bureau is in a rut. Holmes brought it into disrepute. His place is still vacant. It needs a strong, practical man, with power to act. Present salary and conditions will not attract one. Keep committee has been months investigating the crop bureau. They are still scrapping. Too many old women in the department. Congress is almost disgusted and is making a small appropriation. National Bureau should co-operate with the State Bureaus in gathering reports. Each state is more familiar with its own territory. Encourage the important producing states to perfect their bureaus. Ohio has progressed. It has dropped its mid-winter reports on winter wheat as unreliable. Writer suggested it. Some other states should do likewise. Ohio millers suggest only two reports on winter wheat a year. That would be a mistake. Private and unreliable guesses would be numerous and be misleading. Progress. Ask Congress to improve the reports.—Frank I. King, of C. A. King & Co.

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Mfgs. of the Minster Friction Clutch Pulley Friction Cut Off Couplings Friction Clutches with extended sleeve, to which wood split pulleys, sprockets, gears, etc., can be attached. Catalog and prices on application.



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Sent postpaid on receipt of price; or on trial to responsible parties. Has automatic valve and fine sponge.

H. S. COVER

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The Chicago Daily News, March 22, 1906, said:

"Mr. Hill has had a long experience in adjusting complicated cases for the Board of Trade, and this, together with his comprehensive knowledge of the rules, customs and working principles of the various leading trading organizations, qualifies him to render expert advice and supply information of great value."

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## Grain Carriers

The strike of longshoremen on the lakes was ended May 10.

Governor Cummins of Iowa has vetoed the long and short haul bill.

A line is to be built from Atoka to Ardmore, I. T., by the M., K. & T.

The Pennsylvania Railroad is burning up 10,000 old freight cars west of Pittsburgh.

The railroads have decided not to reduce the rates on grain from Chicago to the seaboard for export.

The Chicago, Anamosa & Northern contemplates extending its line 50 miles from Coggon to Waterloo, Ia.

The Lake Carriers Ass'n and the Grain Scoopers Union reached an agreement May 17 at Cleveland, O.

New Jersey shippers feel that it is unjust for milling in transit privileges to be accorded New York and denied them.

Grading of the Oklahoma & Cherokee Central has been contemplated between Chelsea, I. T., and the Verdigris River.

A. B. Stickney has filed protest against imprisonment for freight agents who give rebates, favoring a heavy fine for the corporation.

Surveys are being made for the Salina & Northwestern from Salina to Osborne, Kan., part of the 250 miles to be built into Nebraska.

Receipts of wheat at the Montreal Transportation Co.'s elevator at Kingston, Ont., are the heaviest ever handled so early in the season.

A new car ferry line between Milwaukee and Waukegan is to be established in June in connection with the Elgin, Joliet & Eastern R. R.

Marine firemen have disagreed on the wage schedule, but it is not believed their strike will be any more effective than was that of the longshoremen.

The new extension of the Rock Island from Little Rock, Ark., south, known as the Rock Island, Arkansas & Louisiana, is expected to be opened for traffic June 3.

In the suit of the Texas Pacific against Mugg & Dryden the U. S. Supreme Court on May 14 decided that the road was right in demanding the full published rate, tho a lower rate had been quoted.

Senator Newlands has been authorized by the Interstate Commerce Commission to report his bill for a joint commission of the house and senate to report on the advisability of a national incorporation act for railroads.

The federal court at Kansas City, Mo., on May 22 overruled the demurrer of the Burlington road denying the government jurisdiction over export freight rates, and the officials indicted last December will have to stand trial.

After a 3 hours' session on the night of May 21 the house comite on interstate and foreign commerce decided to recommend disagreement on all senate amendments to the Hepburn rate bill and to send the measure to conference.

Rebates have been paid as late as 1903 by the Pennsylvania Railroad. The Pres. of the Morrisdale Coal Co. testified before the Interstate Commerce Commission at Philadelphia May 18 that he had received rebate checks for \$7,000 to \$20,000.

Advices from Washington are that the new Interstate Commerce Commission is to be composed of James Harlan of Chicago, Chas. A. Prouty of Vermont, Francis M. Cockrell of Missouri, Franklin Lane of California, and Martin A. Knapp of New York.

"Every railroad is rotten but the Reading" declared Pres. Baer of that road May 22. He denounced the officers of other railroad companies, who, he said, while holding other peoples' money practically in trust, accepted gifts or bribes from other corporations.

The deep waterway from Chicago to the Gulf was the topic of discussion at the banquet given by the Chicago Commercial Ass'n May 17 in honor of the Congressmen who have been prominent in the improvement of our waterways. About 500 business men were present, and great enthusiasm was shown.

Capt. John P. Green, first vice pres. of the Pennsylvania Railroad, says: "The recent developments at the hearing in progress before the Interstate Commission in respect to the acquisition and ownership of the stocks of coal companies and the acceptance of gratuities by its employees are a surprise to the management."

F. L. Sheppard, general supt. of the United Railroads of New Jersey, admitted having accepted gifts of stock in a coal company from Edward Berwind. Consequently no one will be surprised to learn that the railroad allows the Berwind-White Coal Co. 7 cents for unloading at Harsimus while other companies are allowed 5 cents per ton.

The Hepburn bill, with many amendments, passed the senate at 4:53 p. m., May 18, by a vote of 71 to 3. The reason for the apparent unanimity in favor of the measure was that the senate had stricken out the words "in its judgment." The amended bill includes terminal facilities within the definition of railroads and embraces private cars, pipe lines and express companies.

M. F. Dunlap, pres. of the Grain Dealers National Ass'n on May 19 sent the following telegram to Pres. Roosevelt: "The Allison amendment to rate bill seems to give courts final decision of cases and no real results until decision by them. As pres. of the Grain Dealers Ass'n urge that you favor and insist as heretofore, that constitutionality of law be only point reviewable by courts."—H. D.

The hay rate case was decided May 21 by the Supreme Court at Washington, sustaining the refusal of the Ohio court to grant the petition of the Interstate Commerce Commission for an injunction against the change in the classification of hay from 6th to 5th class. The judges of the Supreme Court are divided in their opinion, consequently the judgment was not written. The suit was entitled Interstate Commerce Commission vs. Lake Shore & Michigan Southern Ry.

John M. Jamison, pres. of the Jamison Coal & Coke Co., one of the largest bituminous operators in Pennsylvania, testified he had sent a check for \$5,000 to Robert E. Pitcairn, assistant to Pres. Cassatt, to secure his influence in getting transportation favors. His company had given stock to other Pennsylvania railroad officials as follows: Edward Pitcairn, trainmaster Pittsburgh division, 200 shares of Jamison stock, value \$10,000; R. L. O'Donnell, now superintendent of the Buffalo-Allegheny division, 200 shares, value \$10,000; George W. Clarke, car distributor, 100 shares, value \$5,000.

## Boy Engineer Killed.

A boy 16 years and 11 months of age was employed by the Central Granaries Co. to operate the gasoline engine and load cars at its elevator at Filley, Neb. The boy, Nels Nelson, was a hard-working boy of good habits, and had exclusive charge of the engine room and the engine.

In order to get at the tools and oil kept on the floor under a shelf it was necessary to pass between the edge of the shelf and the pulley on the engine, a space of 19 inches.

One morning the boy went to the elevator, started the engine and commenced loading a car of grain. One end of the car had been filled and the spout changed to the other end, when he returned to the engine room. The manager on his way to the elevator heard a screeching noise made by the elevator head pulley set screw scraping the shaft instead of turning with it, the elevator leg and spouting having clogged because no one was in the car to shovel away.

The boy was found dead on the floor between the flywheel and the wall with the entire top of his head crushed off. None of the tools was found displaced and the oil cans had not been disturbed, and the exact manner of his death is unknown.

Suit was brot against the Central Granaries Co. by the administrator of the deceased to recover damages because the space between the belt and the shelves was too narrow for a person to pass thru safely while the engine was in motion. The district court gave judgment for plaintiff, but the Supreme Court of Nebraska recently reversed the decision, and remanded the case for new trial on account of an absolute want of evidence whether the space around the engine was that commonly provided.—106 N. W. 418.

## Imports and Exports of Beans and Peas.

Imports of beans and peas during the 9 months prior to April 1 were 414,128 bus.; compared with 419,709 bus. for the same months of 1904-5.

Exports of beans and peas during the 9 months were 371,672 bus.; compared with 260,425 bus. for the same months of 1904-5.

Exports of foreign beans and peas for the 9 months were 35,977 bus.; compared with 70,673 bus. for the corresponding months of 1904-5, as reported by O. P. Austin, chief of the bureau of statistics.



Not What He Bargained For.—Kansas City Star.

## Seeds

S. B. Woodruff, seedsman at Orange, Conn., died recently, aged 79 years.

The fight against the free seeds appropriation is to be carried into the senate.

The L. E. Archias Seed Co., of Carthage, Mo., has filed a bankruptcy petition.

The warehouse of the Thompson Seed Co., at Farmington, Minn., was recently burned.

The annual meeting of the American Seed Trade Ass'n will be held June 26, 27 and 28 at Toledo, O.

The Simonds-Shields Grain Co., of Kansas City, Mo., will add a seed department to its business at the opening of next season.

In the free seed debate Representative Cocks of New York declared "My constituents would rather have free jack-knives and pocket compasses."

First Farmer—Get your free seeds? Second Farmer—Yep; I'm waiting for the government to send some free soldiers to plant 'em for me.—*New York Sun*.

Receipts of clover seed at Toledo for the week ending May 19 were 238 bags, against 475 bags the preceding week; and for the season 81,330 bags, against 78,900 last season. Shipments have been 450 for the week against 420 bags last week, and 86,600 for the season, against 84,400 for last season.

The Missouri Dept. of Agri. reports that timothy meadows lost 2 points during April, while clover has improved 6 points. Both crops were badly damaged during the winter. But with improved weather conditions there is plenty of time for considerable improvement in both crops.

Seed exports during the 9 months prior to Apr. 1 amounted to 2,092,377 pounds of clover seed, 1,964,414 bus. of flaxseed, 9,328,040 pounds of timothy seed

and other grass seeds valued at \$209,858; compared with 9,938,898 pounds of clover seed, 1,098 bus. of flaxseed, 13,855,775 pounds of timothy seed and other grass seeds valued at \$258,270 for the same months of 1904-5, as reported by O. P. Austin, chief of the bureau of statistics.

A German seed dealer writes C. A. King & Co.: The season's trade is over with us, and stocks of red clover and alsike in this market are quite cleared out, so that we look for a very large demand next season. In red clover we have been principally supplied from Russia, which had a large crop and which will likely have a surplus carried over. Good Russian seed is offering at present, but buyers do not yet feel inclined to speculate upon these prices though stocks in Germany are generally small.

The work of the Experiment Station has shown that a great number of foreign seeds are contained in clover and alfalfa seeds, including the dodders, which are so destructive to alfalfa, and a large number of bad weed pests like the narrow plantain, wild mustard, and a host of new weeds. One impure sample of last year's supply contained 32 species of foreign seeds, including both species of dodder, the plantains, many common weeds, three species of western weeds that are new in Ohio and as many European weeds that have been heretofore unknown in this state.—*Bulletin No. 271 Ohio Agri. Exp. Sta.*

Seed receipts at Chicago for the week ending May 19 were 634,994 pounds of timothy seed, 48,275 pounds of clover seed, 278,060 pounds of other grass seeds and 54,200 pounds of flaxseed, compared with 430,595 pounds of timothy seed, no clover seed, 126,030 pounds of other grass seeds and 112,000 pounds of flaxseed, for the corresponding week of 1905. Shipments for the week ending May 19 were 411,510 pounds of timothy seed, 55,075 pounds of clover seed, 267,376 pounds of other grass seeds and 34,600 pounds of flaxseed, compared with 72,620 pounds of timothy seed, 2,540 pounds of clover seed, 312,433 pounds of other grass seeds and 7,614 pounds of flaxseed, for the corresponding week of last year.

## BOSTON EXCURSIONS VIA THE WABASH.

The Wabash will sell excursion tickets to Boston, May 31 to June 9, via Niagara Falls and direct line, via Montreal, or via New York, at one fare plus \$1.00 for the round trip. Extended return limit July 15, 1906. Write for printed matter and full details. F. H. Tristram, Ass't Gen. Pass. Agent, 97 Adams St., Chicago.

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## Supreme Court Decisions

**B/L Void by Change.**—A change of the date in Bs/L constituted a material alteration invalidating the bills.—*Merchants Bank v. Baltimore, C. & R. Steamboat Co.* Court of Appeals of Maryland. 63 Atl. 108.

**Liable for Wrong Delivery.**—A carrier is liable to a bona fide holder of a B/L where, without production of such bill, it delivers the goods to one not entitled thereto.—*Nashville, C. & St. L. Ry. Co. v. Grayson County National Bank.* Court of Civil Appeals of Texas. 91 S. W. 1106.

**Posting Freight Rates.**—The posting of copies of rates at a railroad station, where they are afterwards torn down, is not a compliance with the interstate commerce act, requiring a carrier to keep copies of its schedule of rates posted at its stations, etc.—*Griffin v. Wabash R. Co.* Kansas City Court of Appeals, Missouri. 91 S. W. 1015.

**Vessel to Deliver Goods in Reasonable Time.**—The general rule, in the absence of a clear agreement, as to when a vessel for hire shall proceed from her port of loading is that she is to deliver the goods carried or fulfill her engagement within a reasonable time.—*The Gordon Campbell.* District Court, W. D. New York. 141 Fed. 435.

**Arbitration Set Aside.**—Where the facts appear upon the face of an award of arbitrators, and it further appears therefrom that the arbitrators base their decision upon certain facts or certain rules of law which have been misapprehended by them, a court of equity may set aside or reform the award for mistake.—*White Star Min. Co. v. Hultberg.* Supreme Court of Illinois. 77 N. E. 327.

**Wrong Delivery by Connecting Carrier.**—A connecting carrier delivering goods to a wrong person, and without requiring the production of a bill of lading, is guilty of laches precluding a recovery over by it from the initial carrier for damages recovered of such connecting carrier by the consignee, or his assignee.—*Nashville, C. & St. L. Ry. Co.* Court of Civil Appeals of Texas. 91 S. W. 1106.

**A Ship is Responsible for the proper stowage of her cargo, although the charter party gives the charterer the option of appointing the stevedores, to be paid by the owners, where it also provides that they shall be under the direction of the master and the owners responsible for all risks in loading and stowage.—*Corsar v. J. D. Spreckels & Bros. Co.* Circuit Court of Appeals, Ninth Circuit. 141 Fed. 260.**

**Carrier Liable for Wrong Delivery.**—Where a carrier delivered goods to the consignee on Bs/L requiring delivery to the consignee, or order, and surrender of the bills on delivery, without requiring the bills to be surrendered, the holder of the bills was entitled to recover from the carrier the damages sustained by such wrongful delivery.—*Chesapeake S. S. Co. v. Merchants Bank.* Court of Appeals of Maryland. 63 Atl. 113.

**Shipper's Order B/L.**—It is the duty of a railway company which has received from the owner for carriage a quantity of goods consigned to shipper's order to deliver in accordance with such order, and only in accordance with such order, and a failure or refusal, without lawful excuse, so to deliver will render the carrier liable in conversion for the value of the goods.—*Atholston, T. & S. F. Ry. Co. v. Schriver.* Supreme Court of Kansas. 84 Pac. 119.

**Corporation's Submission to Arbitration.**—Where a Corporation, through its president, executed articles of submission to arbitration in its name and with its seal,

and voluntarily participated in the selection of arbitrators and in all proceedings before them up to the final decision, it would be bound thereby, although its action was not authorized by the directors.—*White Star Min. Co. v. Hultberg.* Supreme Court of Illinois. 77 N. E. 327.

**Taking of Shipment by Notify Party.**—The fact that a person to be notified of the arrival of goods consigned to shipper's order takes them from the carrier's possession without its knowledge or consent and detains them in his own warehouse will afford no justification for the carrier's failure to comply with an order from the shipper diverting the consignment.—*Atholston, T. & S. F. Ry. Co. v. Schriver.* Supreme Court of Kansas. 84 Pac. 119.

**Void Limitation of Carrier's Liability.**—Where a carrier failed to comply with the interstate commerce act, requiring the posting of a schedule of rates at all stations, etc., a limitation of liability in an interstate shipment, recited to be in consideration of reduced rates, was void for want of consideration, as the carrier had under the circumstances but one rate.—*Griffin v. Wabash R. Co.* Kansas City Court of Appeals, Missouri. 91 S. W. 1015.

**Fraudulent Alteration of B/L.**—Where the holder of Bs/L for goods deliverable to order fraudulently altered the same in a material particular after having obtained the goods from the carrier without surrendering the bills, and then pledged the bills to plaintiff to secure an indebtedness, plaintiff, though a bona fide purchaser for value, could not maintain an action against the carrier for damages based on such bills.—*Merchants Bank v. Baltimore, C. & R. Steamboat Co.* Court of Appeals of Maryland. 63 Atl. 108.

**Landlord's Lien.**—In an action by a landlord against a buyer of crops on which the landlord had a lien, the evidence showed that the tenant had from time to time sold crops to the buyer; that the landlord had received his part of the proceeds of each sale as rent; that the sales were shown by tickets issued by the buyer on his printed stationery, which tickets the tenant sent to the landlord. Held, that the landlord waived his lien, and the buyer at subsequent sales took the crops free therefrom.—*Planters Compress Co. v. Howard.* Court of Civil Appeals of Texas. 92 S. W. 44.

**Telegraph Message Not Delivered.**—Plaintiff received a telegram offering wheat at a certain price, and conditioned upon an immediate acceptance, and the next day plaintiff sent a message accepting the offer, which message was never delivered, and subsequently the price of wheat advanced. Held, in an action against the telegraph company for damages, that it was error to refuse to instruct that, unless the deal would have been closed by the person offering the wheat to plaintiff, there should be a finding for defendant.—*Western Union Tel. Co. v. T. H. Thompson Milling Co.* Court of Civil Appeals of Texas. 91 S. W. 307.

**Damage to Cargo—Unseaworthy Vessel.**—Injury to a cargo of oats shipped from Chicago to Buffalo from becoming wet and heated between the time it was loaded and the time of delivery (which was over a month) owing to the vessel being delayed for repairs after loading, held, under the evidence, to have been due to her having been unseaworthy and not in good condition for the carriage of such cargo when the voyage was begun, owing to her defective decks and the careless handling of the pump during her detention, by reason of which water leaked through into the hold.—*The Gordon Campbell.* District Court, W. D. New York. 141 Fed. 435.

**Custom to Draw Against Grain B/L.**—In an action against a connecting carrier by the indorsee of a consignor of goods for delivering such goods without presentation of the B/L to one not entitled thereto, evidence that it was the regular custom for railroads to issue Bs/L on shipments of the same character as that involved,

and that it was the general custom for the consignor to draw drafts on such shipments, attaching a B/L thereto, precluded defendant from contending that it should not be required to anticipate the issuance by the initial carrier of the B/L.—*Nashville, C. & St. L. Ry. Co. v. Grayson County National Bank.* Court of Civil Appeals of Texas. 91 S. W. 1106.

**Landlord's Lien.**—Landlord and Tenant Act (Hurd's Rev. St. 1903, p. 1178, c. 80). Sec. 16, provides for distress for rent, and section 31 provides that every landlord shall have a lien upon the crops grown on the premises for the rent thereof and for the faithful performance of the terms of the lease. Held, that though a lease provided for payment of rent in half of the crops, and provided that the tenant should farm the premises in a husbandlike manner and that all damage growing out of his failure to perform any covenant should be added to the rent and become a part thereof, damages arising from poor husbandry on the part of the tenant could be recovered by means of distress.—*Bates v. Hallinan.* Supreme Court of Illinois. 77 N. E. 114.

**Advance by Factor—Charge for Selling Crop.**—The agreement of a factor to advance money to a planter at the highest rate of conventional interest carries with it no obligation to sell the crop of the planter, nor does a charge for the latter service make the contract, considered with reference to the charge for the use of the money advanced usurious; and the same may be said of a stipulated penalty, imposed upon the planter for failure to ship his crop according to his agreement, which is not a nudum pactum, but a contract of agency, involving reciprocal obligations, the penalty for the nondischarge of which may be enforced.—*Lichtenstein v. Lyons.* Supreme Court of Louisiana. 40 South. 454.

**Charter of Schooner.**—Plaintiffs having an option to purchase 4,000 bushels of corn, contracted with shipbrokers for the charter of defendant's schooner to transport the same from Baltimore to Georgetown, S. C., where they could have sold it at a large profit. Plaintiffs, on defendants' refusal to perform the charter, wrote them that they (plaintiffs) had obligated themselves to deliver the corn at Georgetown, and stated that if their customers instituted proceedings against them their loss would be several hundred dollars; that they desired, however, to settle the matter amicably, and if defendants would pay \$40 to \$50 plaintiffs would accept such sum in lieu of all claims against the vessel, etc. Held, that such letter was a bona fide offer of compromise, and was therefore inadmissible in evidence, though plaintiffs at the time had not sold the corn in Georgetown.—*Richard J. Biggs & Co. v. E. Langhammer & Son.* Court of Appeals of Maryland. 63 Atl. 198.

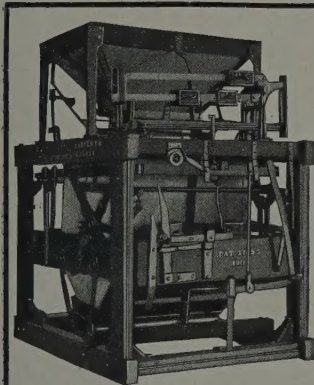
**Gasoline Engine Not Equal to Guaranty of Fuel Consumption.**—*F. P. Bunday of St. Johns, Mich.*, bot a gasoline engine of 40-h.p. of the Columbus Machine Co. on a guaranty that the engine would "not use to exceed one gallon of 74 degrees gasoline per horse power per 10 hours when developing full load." Bunday gave in trade a 25-h.p. engine and was to pay \$300 cash, but instead brot action for breach of warranty. A jury gave him judgment, but this was reversed by the Supreme Court, because suit for breach of warranty cannot be brot until the sale is completed, and the contract was that title should remain in seller until price was paid in full. Judge Montgomery said, "It was soon discovered that the engine furnished by defendant failed to answer the guaranty as to the quantity of gasoline required, and after some delay and negotiations this action was brought. Plaintiff, however, contends that there was in this case a completed sale with a reservation of title in defendant by way of security only. The circuit judge so held and permitted a recovery based on that contention. This was error. The contract is not equivocal in its terms. The provision is express and precise that the title shall remain in the



vendor until the purchase price is paid. And, unless we do violence to the language employed, we must hold that the intention to reserve title is expressed."—Supreme Court of Michigan. 106 N. W. 397.

**Carrier Liable for Kansas City Flood Damage.**—In the suit of the Green-Wheeler Shoe Co. against the Chicago, Rock Island & Pacific Ry., the Supreme Court of Iowa on Mar. 9 decided that the railroad was liable for the destruction of a shipment by an act of God which would not have destroyed it but for the negligent delay. Of two shipments from Ft. Dodge, Ia., to Booneville, Mo., and Chanute, Kan., one was lost and the other destroyed by the unprecedented flood at Kansas City, Mo., on May 30, 1903. Chief Justice McClain said, "Now, while it is true that defendant could not have anticipated this particular flood and could not have foreseen that its negligent delay in transportation would subject the goods to such a danger, yet it is now apparent that such

delay did subject the goods to the danger, and that but for the delay they would not have been destroyed; and defendant should have foreseen, as any reasonable person could foresee, that the negligent delay would extend the time during which the goods would be liable in the hands of the carrier to be overtaken by some such casualty, and would therefore increase the peril that the goods should be thus lost to the shipper. This consideration that the peril of accidental destruction is enhanced by the negligent extension of time during which the goods must remain in the carrier's control and out of the control of the owner, and during which some casualty may overtake them, has not, we think, been given sufficient consideration in the cases in which the carrier has been held not responsible for a loss for which he is not primarily liable, but which has overtaken the goods as a consequence of the preceding delay in their transportation.—106 N. W. 498.



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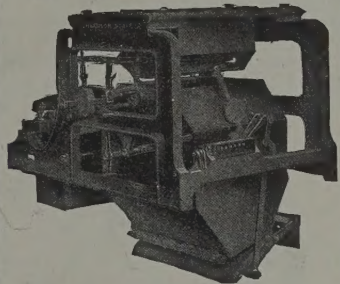
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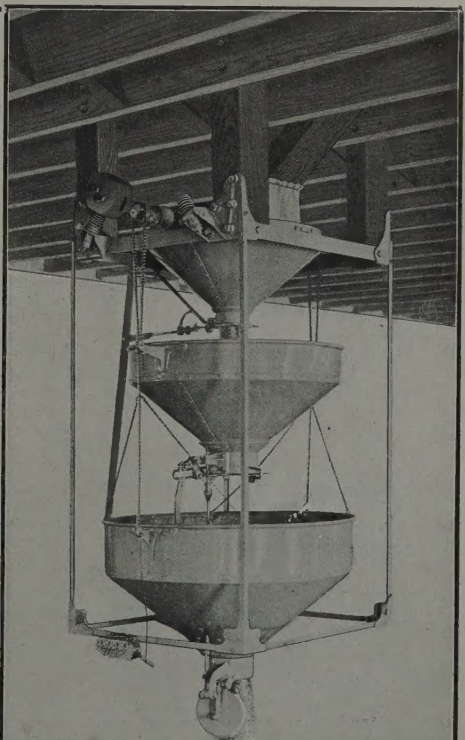
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Oil Engine. No. 820,285. Jas. W. Cross, London, Eng.

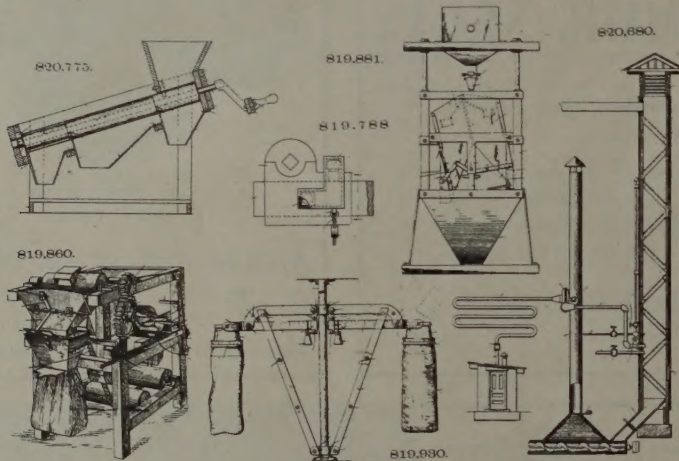
Gas Engine. No. 820,891. John C. Scovel, Jr., Chicago, Ill.

Gasoline Motor. No. 820,010. Ludwig Petterson, Chicago, Ill.

Spark Igniting Plug. No. 820,797. Robert B. Kuhn, Canton, O.

Internal Combustion Engine. No. 820,712. Hardinge G. Giffard, London, Eng.

Internal Combustion Engine. No. 820,222. D. McRa Livingston, New York, N. Y.



Electric Igniter for Explosive Engines. No. 820,535. Geo. J. Weber, Kansas City, Mo.

Electric Ignition Apparatus. No. 820,636. Gustave E. Franquist, New York, N. Y.

Muffler. No. 820,564. Emmet P. Gray, Detroit, Mich., assignor to Gray Mfg. Co., Detroit.

Vaporizing Device for Internal Combustion Engines. No. 820,408. Bernt Garllus, Madison, Wis.

Gas Engine. No. 820,497. Frederick H. Hurlbut, Alameda, and Thomas W. Munroe, San Francisco, Cal.

Cylinder Cooler. No. 820,549. Edward P. Caldwell, Chicago, Ill., assignor to Chas. W. Caldwell, Waterloo, Ia.

Explosive Engine. No. 820,625. John F. Crowley, Milwaukee, Wis., assignor to 3/4 Marguerite Pauli, Milwaukee.

Carburetor for Hydrocarbon Engines. No. 820,583. Amelie A. Longuemare, Fernand Longuemare and Georges Longuemare, Paris, France.

Intake Valve for Explosive Engines. No. 820,230. Albert C. Menges, Grand Rapids, Mich., assignor to Wm. Harrison, Grand Rapids, Mich.

Bagging and Weighing Machine. No. 819,930. (See cut.) Fred L. Sawyer and James H. Fulford, Americus, Ga. A rotatable standard carries a series of horizontal supports of the weighing mechanisms which have bag holders associated with them.

Sealing Device for Scales. No. 819,788. (See cut.) Chas. C. Neale, Minneapolis, Minn. Tampering with the rotary nose-iron locking device is prevented by a protecting cap fitting over it normally held in working position by a frangible sealing connection.

Automatic Weighing Scale. No. 819,881. (See cut.) Harry Hager, Chicago, Ill. A bucket frame is supported on knife-edge bearings in a beam frame and the latter is similarly supported in the main frame. A supply hopper feeds a twin oscillating bucket discharging thru hinged valve gates, connected by levers stripped by arms secured to the main frame.

Seed Corn Separator. No. 820,775. (See cut.) Chas. L. Frisby, Council Bluffs, Ia. A series of rolls are arranged in parallel and spaced relation at an incline with a frame, the rolls being adjustable and formed with decreasing graduations in di-

ameters to form passageways between, the passages becoming wider farther down, whereby the thin corn falls first.

Weighing and Sacking Machine. No. 819,860. (See cut.) Peter L. Creighton, Harrisville, R. I. The machine comprises a frame, an endless carrier, buckets on the carrier, a hopper carried by the frame adapted to receive the contents of the buckets, an angled shaft carried by the hopper, a sleeve on the shaft, arms carried by the sleeve, an adjustable weight on one arm, a curved plate adapted to close the lower end of the hopper on the other arm, a pivoted lever, a cord connected at one end to the lever and at the other end to the angled shaft, a hopper below the first-mentioned hopper, a slide to close the bottom of the suspended hopper, and an arm adapted to extend into the path of the curved plate.

Apparatus for Purifying grain. No. 820,680. (See cut.) David H. Stuhr, Davenport, Ia., assignor to American Grain Purifier Constructing Co., Pierre, S. D. The apparatus comprises a vertically elongated purifying chamber closed at bottom and open at top, continuously supplied with grain at top, a furnace for generating sulfur fumes connected to the lower part of the chamber by a passage, means in the passage for withdrawing the fumes from the furnace and forcing them into the chamber, and a means for dampening the grain preparatory to the action thereon of the fumes. The fumes are cooled by passing thru a coil of pipe over the furnace. Communicating with the

conveyor withdrawing the grain from the chamber is a tall stack to remove the fumes. A valved steam supply pipe discharges into the chamber between the outlet end of the fume passage and the upper part of the chamber.

## Wrong Delivery Is Conversion— Carrier Liable for Highest Value of Property.

Conversion of 301 sacks of oats by the Merchants & Miners Transportation Co. was alleged by Moore & Co., of Savannah, Ga., whose judgment against the carrier in the city court of Savannah has recently been affirmed by the Supreme Court of Georgia.

On Oct. 21, 1903, Joseph Gregg shipped from Chicago to Savannah, over the B. & O. R. R. 301 sacks of oats, consigned to the order of Joseph Gregg, with direction to notify Moore & Co. The B/L was issued to Joseph Gregg, who indorsed it and attached it to a draft on Moore & Co. for \$579.50, which draft was paid by Moore & Co., who thus obtained the B/L. The B. & O. Railroad transported the oats to Baltimore, and there delivered them to the defendant, but by an error delivered them upon a waybill directing delivery to Ganahl & Saussy, at Jacksonville, Fla. The defendant brought the oats to Savannah, where they were recognized by a clerk of Moore & Co. as the shipment for which Moore & Co. had received the B/L. Moore & Co. so notified the defendant, but, pending an investigation, the defendant delivered the oats to the Seaboard Air Line Railway, to be carried to Jacksonville, as per waybill.

The court said "That the M. & M. T. Co. acted in good faith in delivering the oats in accordance with the direction of its principal, the Baltimore & Ohio Railroad, is no defense against the true owner of the property.

"But the carrier claimed that a demand is necessary in the case at bar by reason of a stipulation in the B/L that 'claims for loss or damage must be made in writing to the agent at the point of delivery promptly after the arrival of the property, and if delayed for more than 30 days after delivery of the property, or after due time for the delivery thereof, no carrier hereunder shall be liable in any event.'

suit in trover is not an action for loss of damage to property, but an action for conversion of property. The conversion on the part of the carrier is an abandonment by it of its contract of shipment. It cannot repudiate this contract and then hold the shipper to its terms.

"For the same reasons, a stipulation in the B/L that the amount of any loss or damage shall be computed at the value of the property at the time and place of shipment is not binding upon the plaintiffs in this action. See Savannah Ry. Co. v. Sloat, 93 Ga. 803, 20 S. E. 219; G. S. & F. Ry. Co. v. Johnson, 121 Ga. 233, 48 S. E. 807; Central Ry. Co. v. Chicago Portrait Co., 122 Ga. 11, 49 S. E. 727.

"The plaintiffs elected to demand a verdict for damages alone, and were entitled to the highest proved value of the property converted, between the date of conversion and the date of the trial."—52 S. E. 802.

Long: What makes Lamb look so flat and seedy?

Short: He was squeezed in flax last month.

An Iowa news editor applied for a position in a grain elevator in hope of getting pointers on how to elevate the press.



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